A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 20, 1965

Business Bulletins *from around the world*

FRANCE—January-October imports from U.S. ($886.7 million) lagged 6.7% below those of 10 first months of 1964. Total imports aggregated $8,397 million, increase of 1.1% above January-October 1964. U.S. share of total French imports declined from 11.4% in first 10 months of 1964 to 10.6% in comparable period of this year.

GUATEMALA—Government promulgates three new minimum wage rates covering workers in distilleries and breweries, theaters and movie houses, and textile mills. Daily rates are, respectively, $2.00, $1.84, and $1.60. Ministry of Labor has now issued five minimum wage rates in 1965; next two industries to be covered probably will be construction and chemical products.

IRAN—Pomeroy-Hawaiian Dredging and Morrison-Knudsen sign $8 million agreement to construct additional harbor facilities at Bandar Abbas. Project, to be financed by Iranian Government, will provide facilities in addition to those now being completed by same companies under a $15 million Agency for International Development loan signed June 26, 1963.

Electric Storage Battery Co., Philadelphia, in joint venture with local firm, establishes Iran's first dry-cell storage battery plant. Annual capacity of the plant is 25 million "Ray-O-Vac" 1.5 volt "D" size batteries for flashlights and transistor radios.

JAPAN—First nuclear reactor for commercial power generation began operations recently. Reactor is servicing Tokyo area; output will be gradually increased from present 52,000 kw to 120,000 kw. In next seven years, total of 16 nuclear power reactors will be installed in various parts of country.

KOREA—During third quarter 1965, Government issued final approval for six investment projects, totaling $21.8 million. Four of firms involved are U.S.; projects include two fertilizer plants, poultry breeding farm project, electronic equipment assembly plant. Five commercial credits, requiring Government payment guarantees and totaling $57.5 million, approved also—for hydroelectric power plant, nylon yarn plant expansion, a polyacrylic fiber plant, cellophane plant, and another fertilizer plant. National Assembly will also consider bill for permission to conclude 11 foreign government loan contracts (estimated at $284.1 million including interest) in 1966. Projects under consideration include thermal power plant, power transmission facilities, improved aviation facilities, additional diesel locomotives, heavy farm equipment plant, heavy equipment pool, port development, petro-chemical production facilities, sewage disposal facilities, and prefabricated housing plant.

LIBERIA—$80 million Bong Bong iron mine formally inaugurated last month. Financed by consortium of German and Italian steel companies, mining operation expected to have three million ton annual production level by 1966.

NETHERLANDS—January-September housing completions totaled 79,378 units, 19% increase over like period 1964.

January-October imports totaled $6,050 million, up 3.3% from like period 1964.

State Mines to become largest European consumer of natural gas in 1966 by converting completely from coke oven to natural gas as raw material for chemicals. Gas consumption expected to amount to 500 million cubic meters annually.

January-September sales of gas heaters totaled 251,400 units, 574% over like period 1964.

NORWAY—New type wrapping paper, coated with plastic, developed by A/S Union, a wood processing company. New material proved especially suited for packing frozen foods and bags, rolls and tapes for household purposes are being made and marketed by Union Co. in cooperation with A/S Tonsberg Papirindustri and Minnesota Mining and Manufacturing A/S.

SINGAPORE—Number of factories at Jurong Industrial Estate have begun production. A $1.7 million detergent factory, representing a joint Singapore-Taiwanese venture, will now produce for Singapore-Malaysian market under its own brand name. A $15.3 million timber factory and sawmill is beginning production for the U.S. market, and the first agar-agar factory in Southeast Asia will soon start production, obtaining its raw materials from Singapore's coastal waters.

SPAIN—Fifteen-year contract for purchase of 110 million cubic feet per day of Libyan liquid petroleum gas signed by Catalana de Gas, Spain's largest gas company, with ESSO International. The two companies will form subsidiary to construct and manage installations, expected to cost $20 million, needed to handle and distribute gas, which will be shipped to Spain beginning in 1968. It will be first large-scale use of liquid petroleum gas in Spain. Deliveries to Spain under the ESSO contract are expected to supply Spain's needs for quite a long time.

SWITZERLAND—Federal Council asks Federal Assembly for one year's extension of Credit Decree, which provides basis for ban on imports of foreign capital and controls on credit, bond issues. At same time, Council urged that decree limiting construction be allowed to lapse.

UNITED KINGDOM—Total consumer debt fell by $14 million in September to stand at about $3.4 billion at end of month. Fall in outstanding debt entirely due to drop in business handled by finance houses—largely on auto sales. New credit extended by finance houses in September was 5% lower than in August and 10% less than in September 1964. Credit for new cars was about 20% less than year earlier and for used cars about 5% down. Credit sales financed by durable goods shops were also 5% less than a year earlier but fall was not reflected in total debt to these shops. In contrast to cars, rate of repayment on existing contracts with shops is not yet as high as value of new business.

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the cover

Topping the export promotion Christmas tree is our *Sample Display Service*, representing new growth. Next downward and branching out are *Mobile Trade Fairs*, then *America Weeks* in department stores around the world. Activities at the broad, firm base can be recognized as *Trade Centers* and *Commercial Exhibitions*. All merge with the towering *Trade Missions* trunk. It rose from seed sown 11 years ago when the Department of Commerce organized the first U.S. Trade Mission, to Bangkok.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

December 20, 1965 Volume 71, Number 51

Special Report

Ethiopia: building light industries
Sudan: plans more consumer goods
Somali: keen for U.S. products
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FEATURES

25 Sample Display Center program only one year old but has proved Commerce theory that one sample is worth a whole catalog of words

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INVESTMENT OPPORTUNITIES

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34 India and Pakistan drop contraband controls imposed during border conflict last September; Dutch Parliament approves most of requested tax increases

WORLD TRADE OPPORTUNITIES

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TRADE MISSION REPORTS

'Soon!' is the watchword in

Markets in these African nations are small now, but growing; the future is laced with action

ETHIOPIA'S EMPEROR HAILE SELASSIE greets Mission member Marvin Melton. The Emperor told the Mission that "when I speak to this group, I feel that I am speaking to millions of Americans." The Mission found the three-nation area short of immediate opportunities, but with a fairly good long-term outlook.

The three nations as seen by the U.S. Trade Mission:

- **Ethiopia is building up light industries**
- **Ethiopia's cattle, poultry efforts are inviting**
- **Ethiopia may buy farm, transport, school items**
- **Sudan now has a small industrial base**
- **Sudan aims to make more consumer goods**
- **Sudan needs help in manpower training**
- **Somalia has aggressive private business nucleus**
- **Somalia is hampered by poor communications**
- **Somalia is keen for U.S. products, services**

One nation is in the third year of an ambitious development plan with major emphasis on light industries. It offers a small but growing market for selected types of U.S. goods and services.

A second nation has a small industrial base now, plus a good start on a ten-year development program to be completed in 1972, that aims at building manufacturing plants for consumer products. This country is in great need of management and industrial training.

The third is small, but crackles with energy and excitement, and has the nucleus of an aggressive private business community that could move it into the industrial age. Meanwhile, it faces problems of transport and communications, and shortages of manpower and credit.

This, in short, is what a U.S. Trade Development Mission is reporting from Ethiopia, Sudan and the Somali Republic after a month spent with businessmen in

Ethiopia, Sudan, Somalia

Opportunity, excitement as well as problems, shortages in moves to industrialization

those countries. Mission members interviewed more than 200 persons in Addis Ababa, Asmara, Khartoum, Wad Medani, Mogadiscio and Hargeisa.

The seven-man Mission, sent out by the Commerce Department's Bureau of International Commerce, also talked with Government officials and visited plants, farms and retail stores. They brought along more than 300 business proposals U.S. companies had submitted beforehand, and they brought back about 200 specific trade and investment opportunities (listed in detail on pages 31-33 of the Investment Opportunities section and pages 36-47 of the World Trade Opportunities section of this issue of INTERNATIONAL COMMERCE).

It is Ethiopia, they found, that is in the third year of an ambitious development plan with major emphasis on light industries. The possible establishment of large-scale cattle and poultry processing industries and substantial enlargement of the pharmaceutical industry head the list of opportunities for U.S. participation.

As the country moves forward, additional opportunities should appear in the following fields: Agricultural equipment; transportation equipment and services; consumer goods, especially low-cost ready-made clothing; supplies, services, and equipment for general education and technical training; machinery for light and medium manufacturing; and some heavy—particularly earthmoving—equipment, including off-the-road tires.

In Sudan natural resources were seen for the production of meat, poultry, and vegetables for export as well as for local consumption, the Mission points out. A small industrial base already exists, and a substantial forward movement in production and processing is likely to be accompanied by related industrial installations. At present, there are plants for canning of fruit, and manufacture of footwear, cigarettes, cotton yarn and cloth, knitted underwear, cement, glass, matches, paper, insecticides and pharmaceuticals.

One of the objectives of the ten-year development plan, to be completed by 1972, is establishment of plants to manufacture products now being imported—especially consumer goods. The plan also provides for some manpower training. The Mission believes, however, that the manpower shortage—particularly in management, industry planning, and agricultural production, processing, and marketing—will be a continuing threat to orderly economic growth unless the country takes advantage of training programs through long-term management contracts, joint ventures and licensing.

"The Somali Republic may be small . . . but the energetic inhabitants make it an exciting place," the Mission says of the last of the three countries visited. "It has the nucleus of an aggressive and forward-looking private business community that could, with some outside cooperation, move Somalia from a pastoral-agricultural economy to an agricultural-food processing economy in reasonable time." Interest in U.S. products and services is keen.

Despite the high spirits and energy of the business community and of Government officials, the Mission reports, the country's economic development is likely to be impeded by lack of basic transportation and communication facilities; lack of training facilities for technical and mechanical manpower required in the shift from an animal husbandry economy to one based on agricultural production, food processing and light industry; and lack of adequate credit facilities to permit farmers to pay for implements and machines in three to five years.

The Trade Development Mission spent Oct. 30-Nov. 13 in Ethiopia; Nov. 13-20 in the Sudan; and Nov. 20-27 in the Somali Republic.

Leader of the group was Herbert J. Cummings, Office of Foreign Commercial Services, U.S. Department of Commerce. The five businessmen members were: Laton M. Henderson, International Agri-Products Group of Doughboy Industries, Inc., New Richmond, Wis.; Robert F. Kendall, Gotham-Vladimir Advertising, Inc., New York, N.Y.; Nathaniel J. Klein, Key Pharmaceuticals, Inc., Miami, Fla.; Marvin W. Melton, Melton Brothers Implement Co., Trumann, Ark.; and H. Gordon Selfridge (retired), Red Bank, N.J.

William J. Bushwaller, Chief of the Trade Regulations Section of the Commerce Department's Africa Division, was the Mission's Trade Development Officer. As a former U.S. Foreign Service Commercial Officer, Bushwaller has served at posts in Kenya, Tanganyika, Brazil, Australia, and Mexico.

ON THE HIGH ROAD to economic development, a new highway passes a Sudanese village, bringing it into the mainstream of the country's economy. Better transportation systems are absolutely vital to the national development plans of all three countries visited by the Mission. (World Bank Photo)

Ethiopia has takeoff base

Jet-age technology enhances ancient culture, highlights country's potential

By H. J. CUMMINGS
Director, U.S. Trade Mission

A clash between ancient cultures and modern economics and technology is underway in Ethiopia.

CUMMINGS

The first thing that strikes the U.S. businessman upon his arrival in Addis Ababa is the number of large modern buildings that dot the landscape of the capital city. One glance at big, striking Africa Hall, headquarters for the United Nations' Economic Commission for Africa, and the new arrival is made aware of Ethiopia's importance in Pan African affairs—economic, political and cultural.

A visit to the pharmaceutical plant in Addis will convince a foreign visitor that Ethiopia is quite capable of active participation in the processing of modern medicines for local distribution and for export to markets in surrounding countries. A trip through the maintenance and repair installation of Ethiopian Airlines will provide convincing evidence of the capability of Ethiopia's manpower to meet the exacting performance standards of the technology of the jet age. An examination of the rich agricultural and water resources of the country will reveal potential for the development of large scale production and processing of meat and poultry.

Most of the basic elements for rapid economic development in industries related to agriculture, transportation and social services are present in Ethiopia but some major bottlenecks must be overcome before the full force of this potential can be unleashed.

A shortage of trained manpower heads the list of retarding forces in Ethiopia's drive for rapid economic growth. Key officials and businessmen recognize this problem and are making strenuous efforts to cope with both its immediate and long run aspects. Such devices as the management contract, the turn-key plant and the joint venture are being used to move urgently needed economic projects forward.

Many of these projects are in such areas as agricultural production, processing of meat, poultry and vegetables, agricultural implements and pharmaceutical manufacturing, transportation, distribution and related fields in which the United States has demonstrated its capacity for leadership. Consequently, the possibilities of U.S.-Ethiopian cooperation are numerous and immediate.

U.S. role significant

In the important field of training Ethiopian manpower, the United States is already playing a significant role in assisting Ethiopia in meeting its requirements. Since its establishment twenty years ago, Ethiopian Airlines, wholly owned by the Imperial Ethiopian Government, has had a management assistance contract with Trans World Airlines. Under this contract TWA supplies management service, supervision of standards, recruitment of personnel, procurement of equipment and supplies, technical advice on operational problems and policy formulation and training.

Ethiopians recognize the urgent need for this type of economic cooperation in new ventures in agriculture, industry distribution and health and sanitation. They also recognize the importance of building up local educational institutions for the training of manpower to meet the needs of a rapidly growing economy.

Training manpower

The College of Business Administration of the Haile Selassie I University is an example of such long range planning. The Ethiopians know that flashy new plants and adequate financing will do little good unless they are in the hands of competent managers and administrators. They are also aware of the pressure economic growth continues to exert on critical manpower elements.

It is in this context that the College of Business Administration must operate as the key source of Ethiopian managerial and administrative manpower. The College recognized at the outset that current business attitudes and practices in Ethiopia have little in common with those in the highly industrialized countries of the world and that the case method of training will be effective only to the extent that they are Ethiopian case histories. These are being developed by the students and faculty of the College and should be extremely valuable to U.S. businessmen who are actively exploring trade and investment opportunities in Ethiopia.

Those who avail themselves of this source of on-the-spot market condition research will benefit both in time saved

These Trade Mission members are authors of reports

Nathaniel Klein, during his 37 years as a practicing attorney, has represented many producers and dealers from whom he gained a working knowledge of the manufacturing processes of a wide diversification of products. His association with Key Pharmaceuticals, Inc., over the past 18 years has given him a specialized knowledge of this field.

World traveler Klein is a member of the Commerce Department's Regional Export Expansion Committee.

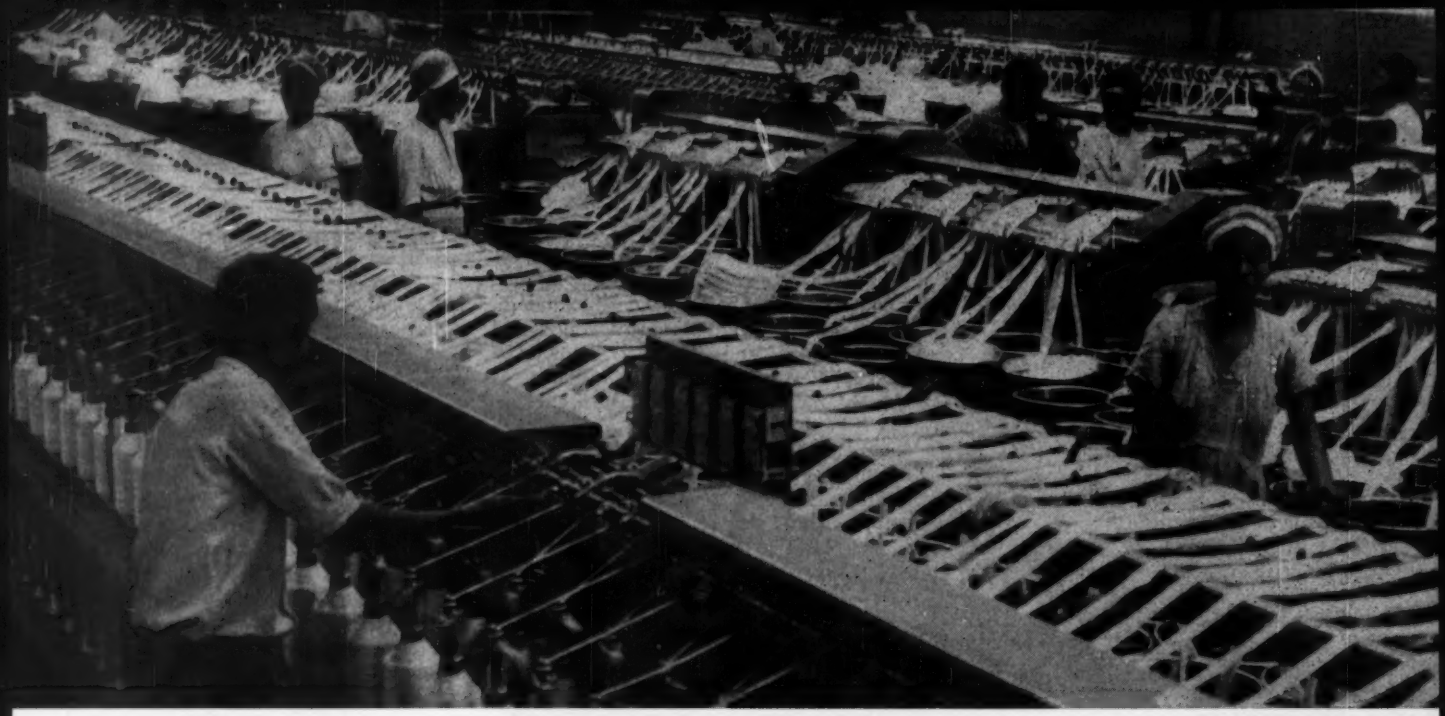
Robert Kendall is engaged in product promotion through planning and executing advertising campaigns in the United States and foreign countries for a variety of products. For the past 30 years, he has been associated with overseas and domestic market analyses.

Kendall has knowledge of U.S. sources and varieties of consumer goods, and packaging and advertising methods.

He was a member of the U.S. Trade Mission to Ceylon, Malaya, Singapore in 1961 and to the Philippines in 1960.

Laton Henderson has operated ice cream, condensed and dried milk plants, and milk farms for National Dairy Products Corp. With Doughboy Industries he helped to establish large poultry growing units and killing plants to produce iced and frozen poultry in the U.S. and abroad.

Henderson is also associated with Finley-Moody Co., Aurora, Ill., who design and equip cereal processing, animal slaughtering, alfalfa dehydration, and shrimp and fish processing plants.



A TEXTILE FACTORY is an example of the industries already operating in Ethiopia, where the Mission found the basic elements for rapid industrial growth.

and in making decisions on attitudes and conditions of 1965 rather than upon those that existed a decade earlier and which have little or no bearing on the existing situation.

Attitudes change

One of the important changes taking place is the attitude of the Ethiopians toward business as a profession. Traditionally Ethiopians considered it degrading and not suited to a self-respecting person. A study completed by the College of Business Administration in the fall of 1963 shows a drastic change in this attitude which is reflected in the rapid increase in enrollment of Ethiopians in the College of Business.

A follow-up survey made in December 1964 supported the findings of the earlier study. The College is continuing its research on a variety of aspects of the domestic market and the findings will be of practical value to foreign traders and investors as well as to the Ethiopian business community and the Ethiopian government.

A similar type of activity is being carried on by the College of Agriculture of the Haile Selassie I University. In cooperation with USAID the College of Agriculture is conducting research in various phases of Ethiopian agriculture including grain production and poultry and meat production, processing and marketing. As a significant part of Ethiopia's industrial development during the next decade is likely to be based upon agriculture, the work being carried out by the College of Agriculture will be of direct interest to U.S. businessmen considering sales or investment opportunities in Ethiopia.

Colleagues who served on this mission have applied their expert knowledge to specific opportunities in trade and investment in Ethiopia. Their observations are presented in this issue of INTERNATIONAL COMMERCE. Their judgments are their own and are based upon firsthand observations by specialists in agriculture, food processing, marketing and pharmaceutical production and distribution. U.S. businessmen interested in marketing or investment in Ethiopia should find the reports of these five practical businessmen of immediate value.

in special section

Marvin Melton has had 30 years of experience in selling and servicing all types of farm machinery, both powered and animal drawn. Moreover, he has practical experience in the use of equipment and agricultural supplies from op-operating a 1,000 acre farm, specializing in cattle, soybeans, cotton and small grains.

Melton served for six years in the Arkansas Senate. He was selected "the 1960 Man of the Year in Arkansas Agriculture" by the PROGRESSIVE FARMER.

Gordon Selfridge, now retired, was formerly quality control manager for the merchandising and operations of Sears Roebuck & Co., New York. He has had extensive experience with establishment and operation of small industrial plants and is familiar with the machinery used for production of various consumer products. Selfridge became associated with Sears Roebuck in 1948.

Born in Chicago and educated at Winchester and Trinity College, England, he holds a Master of Arts degree in economics. Selfridge has served on several other U.S. Trade Missions.

Herbert Cummings is Director of the Commerce Department's Performance Evaluation Division, Office of Foreign Commercial Services. He is a former Director of the Africa-Near East Division, Bureau of International Commerce. In 1951 he was Economic Adviser to the U.S. Representative, UNESCO, Geneva, and a member of the Special Economic Mission for trade development to Greece, Turkey, and Arab countries. He has served as Attache at the U.S. Embassy, Ankara, and as Principal Economic Officer of the U.S. Consulate General, Istanbul.

Two cities are gateways

Good place to begin to sell in this promising market is Addis Ababa—commercial center

By ROBERT F. KENDALL

Vice president, Gotham-Vladimir Advertising, Inc., New York, N.Y.

Ethiopia is at present a small market for U.S. manufactured goods, but a market of valuable potential, worthy of the immediate attention of many U.S. companies. Experienced U.S. exporters are fully competent to make prompt confirmation of the specific possibilities in Ethiopia. Many firms are set up and equipped to enter this market on a basis profitable to both sides.

KENDALL

Addis Ababa, a relatively new city of some half million, is the capital of Ethiopia and home for less than 3% of the 22 million people in this 3,000-year-old nation. Concentrated here, however, are the majority of all the commercial, cultural and political activities that link Ethiopia with the rest of Africa and with the world.

Asmara, the second city, has substantial commercial and economic importance —but the capital is the nerve center, the seat of Government, and the place to which U.S. businessmen should first direct their attention.

Despite its central location and its concentration of buying power, however, Addis Ababa cannot be considered a "hub" of transportation and commercial influence in the true sense of the word, as there are few "spokes." The road system is insufficiently developed to serve the present-day needs of a truly national distribution in a country as large as Ethiopia. Railroad mileage is relatively small and the system has been developed chiefly to provide freight links between the two major cities and their two seaports to the east.

Air travel and air transport of goods to and from all parts of the country is in a highly developed stage. Where costs permit this movement, there are fully adequate levels of safety, convenience, efficiency and intelligent handling.

As a market for the import of U.S. manufactured goods, Ethiopia must at present be considered a two-city market and many suppliers might well limit initial effort to Addis Ababa. The potential now is small. Buying power is not to be equated with the population figures as disposable money per capita is limited.

A daily wage of 60 to 80 U.S. cents is prevalent among employed people, and millions are not in the money economy, being subsistence farmers with little or no cash income. However, one large enterprise in the sugar industry employs 10,000 workers. A cotton mill uses 2,800. Few businesses have large labor forces. But there is, in the cities, a limited market among relatively well-paid people able to afford quality goods offered at reasonable prices.

Interest was encountered in light capital goods, such as building materials for light industrial buildings, light structurals, wallboard, metal roofing, communications equipment, small printing plant equipment, pharmaceuticals, shoe polish, paperback books, school books, insurance agency connections, silk screen printing equipment, television receivers, bottling equipment, paint, wallpaper, lighting fixtures, house wiring, and others.

Much business in Ethiopia is on a government level, with purchases through private commercial channels for implementation of industrial development plans now being put into effect. U.S. manufacturers appointing non-American agents and representatives in Ethiopia should be alert to the need of endeavoring to have bid specifications written in such a way that they are not limited to fulfillment by European and Asian manufacturers.

New generation

Europeans are much in evidence at all levels of trade—the natural result of recent past Ethiopian economic history and experience. Movement of Mediterranean, Middle Eastern and European businessmen into Ethiopia began many years ago, partly as a result of a feeling on the part of Ethiopians that business and commercial activities were not entirely suitable occupations. This is now changed, and more and more foreign and domestic commerce is moving into the hands of a new generation of educated Ethiopians.

For eight principal reasons, Ethiopia merits the careful attention now of the U.S. exporter.

- The healthy state of the Ethiopian coffee industry provides a good supply of dollar exchange, to make possible a desirable, but at present limited, market for U.S. consumer goods.
- Ethiopia is governed and managed by a group of competent men who are determined to bring industry into being in their country. When this development is realized, Ethiopia will have less of a subsistence economy, more of a money economy, and certainly a valuable market for those manufacturers who have planted their seeds, earned the loyalty and respect of the buying public through fair dealing, and who have demonstrated their faith in this certain-to-grow nation. This is fully in keeping with the long history of successful U.S. exporting theory and practice.
- Ethiopia's industrialization will almost surely come about through formation of joint ventures, with a combination of local initiative and labor and foreign capital and know-how. The framework of such cooperative action is in being, in the form of tax incentives, investment guarantees, financing techniques and—most important—a genuine, sincere and wholehearted desire to welcome and nurture such ventures.

To the U.S. manufacturer, this is an opportunity to enter his goods as direct exports, even if in small quantities initially. This step will enable him to test the market and to form the friendships and contacts with Ethiopian importers who may, in time and in appropriate cases, become his licensed manufacturers, packers or assemblers—for the Ethiopian market and perhaps for other markets in Africa and the Middle East.

- Ethiopia's dramatic assumption of political leadership in Africa is making Addis Ababa a showcase in which U.S. goods should be prominently displayed.
- U.S. goods are well regarded in Ethiopia. The climate of receptivity is favorable at all levels at which a viable market exists. This goodwill has been earned fairly by the fine performance of U.S. products now used in Ethiopia. U.S. periodicals, films, and other cultural vehicles have contributed also to this favorable factor. The presence of several thousands of Americans in civilian, technical, educational, aid and assistance programs, has made possible a sampling campaign that has led to a greater knowl-

edge of the merits of certain U.S. products.

- U.S. suppliers come to this market with a real and valuable language advantage over the suppliers from certain other countries. Ethiopia's second language is English, and this is a growing trend. Thus, packaging, promotion and advertising, as offered by the makers of U.S. goods, come in a friendly and familiar language and add to the likelihood of sales growth.
- Coming into being is a new generation of young, alert, well-educated Ethiopian gentlemen—aggressive in the good commercial sense of the word, products of universities in Ethiopia and other parts of the world—who are ready to move with vigor into new enterprises as importers and agents worthy of the confidence of U.S. exporters. Large initial capital is not likely to be encountered; thus, to obtain the benefits of the skills and abilities of these valuable people, it may be necessary for U.S. exporters to modify certain requirements and adjust some techniques within the framework of sound commercial practice.

For example, to surmount the inability to finance adequate stocks in this market which is admittedly distant from U.S. shipping points, it may be desirable to assist in establishment of a bonded warehouse, perhaps at one of the nearby seaports, from which stocks could be withdrawn as needed.

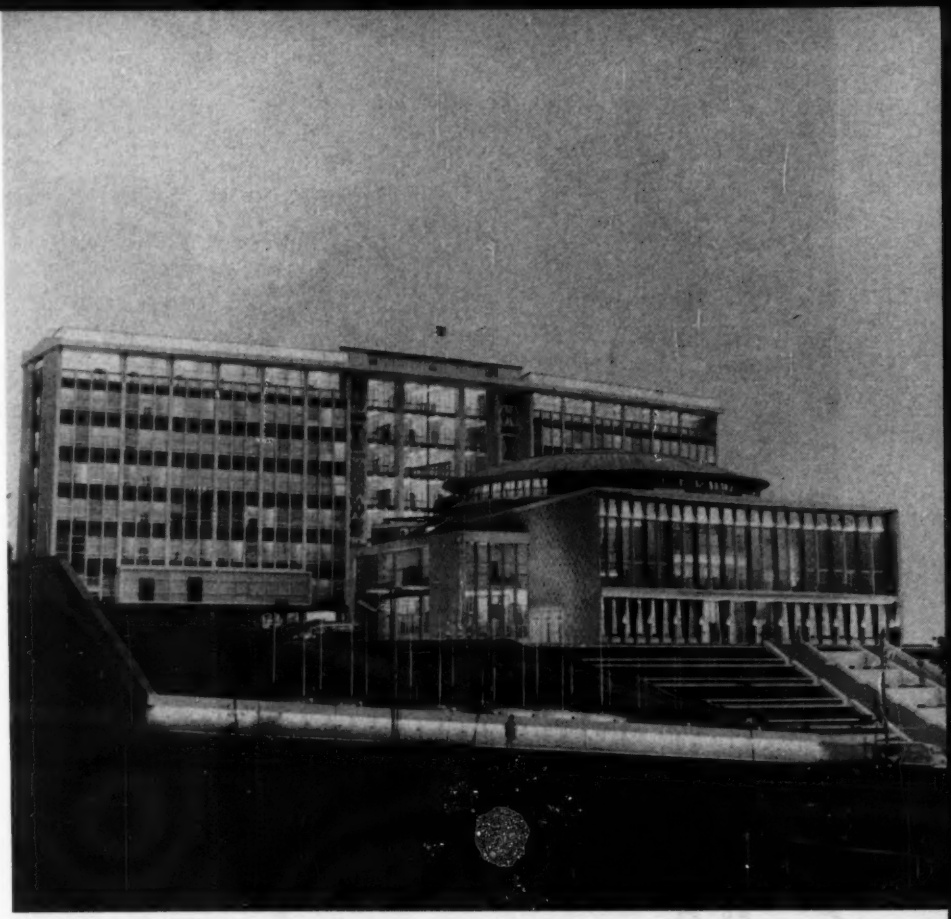
- Addis Ababa and Asmara are fortunate in being served by Chambers of Commerce which are operated with skill and intelligence. These chambers could become focal points of much closer collaboration with the U.S. business community. Working with the commercial facilities of the U.S. Embassy in Addis Ababa and the U.S. Consulate General at Asmara, these bodies could—and in the opinion of this Mission would—develop a measure of assistance that would add conspicuously to the growth of Ethiopian-U.S. trade.

PUBLICATION AVAILABLE

Market Profiles for Africa, one of a series of Overseas Business Reports published by the Department of Commerce, presents one-page summaries on the economies of Ethiopia, Sudan, Somalia and 33 other African nations.

The report, OBR 65-43,is priced at 15 cents a copy.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Commerce Department Field Office.



AFRICA HALL in Ethiopia's capital is headquarters of the United Nations Commission for Africa.

Addis Ababa, Asmara have limited facilities for advertising

Printed media few; radio, TV, several agencies in operation

By ROBERT F. KENDALL

For advertising U.S. goods in Ethiopia, limited facilities are available.

Printed media are few. In Addis Ababa, the chief media are two dailies in Amharic, circulation about 20,000; two dailies in English, circulation about 6,000; secondary papers in both languages; and one monthly in English and Amharic.

Television, one station with limited scheduling and serving about 1,500 receivers, carries news, local variety shows, some U.S. filmed programs. Advertising is accepted, and the cost is low. The viewing audience is estimated at 4 to 5,000.

There are two radio stations. Others are coming. Advertising is accepted. Outdoor displays, neon signs, posters, point-of-sale advertising are available. Cinema advertising via slides and film reach wide audiences.

A few very small advertising agencies, offering basic service only, are in operation. Names and an appraisal of capabilities are available from the U.S. Embassy there.

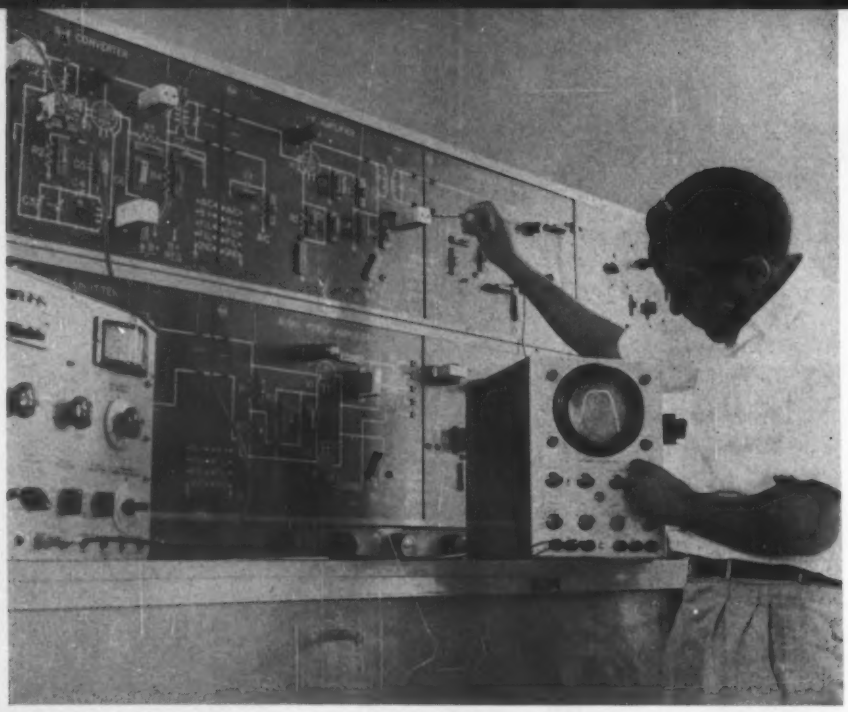
The Addis Ababa Chamber of Commerce publishes a monthly journal which presents a valuable means of trade contact through its advertising pages.

Air mailed U.S. news magazines provide a weekly circulation of more than 3,000 copies in Ethiopia.

In Asmara

In Asmara, the second city, there are no dailies in English, but two in Italian and one in Tigrinyan. A radio station is about to open. It will probably admit advertising. There is no commercial TV. Slides and films in the cinemas offer an excellent means of promotion.

Advertising agency facilities are very limited and change from year to year. Current information may be obtained from the U.S. Consulate General.



ELECTRONICS TRAINEE adjusts equipment at the Imperial Board of Telecommunications Technical School at Akaki. Note that the equipment is labeled in English, which is the language of instruction for all teaching above the sixth grade. Ethiopia is a small but receptive market for U.S. goods.

Ethiopia an emerging market for U.S. consumer goods

Few factories produce such items now but demand will grow; percent of population moving into money economy is increasing

By H. GORDON SELFRIDGE

Consultant

Today in Ethiopia there is little consumer goods manufacture on what Americans would call a factory scale with planned production lines using modern techniques and machines.

SELFRIDGE

Such factories as are there, are still very small and turn out too great an assortment of merchandise to permit the economies of continuous production. Other consumer goods—for instance, clothing—are produced in small shops almost on the basis of special ordering.

The country now occupies a position of importance in world affairs. And their Emperor, with skill and wisdom, is prodding his people to bring their thinking and living into line with modernity. There is an atmosphere of change and progress in Addis Ababa and other cities so strong that it can be felt almost physically as one sees mud hovels disappearing everywhere to make room for fine new buildings.

Only 5% are consumers

Still, today, only about 5% of Ethiopia's population of 22 million can be considered consumers in the American sense. There are no doubt exceptions, but I believe that few U.S. manufacturers of consumer goods would yet be justified in considering setting up branch factories within Ethiopia to service a market of this size, or even of opening up on their own account sales offices dealing exclusively with their product. Nor do I believe that any American retailing organization should right now consider opening up branch stores in Ethiopia.

Although the demand for consumer goods can at present come only from the 5% who have already moved up to the money economy, that percentage is increasing steadily and certainly. In the meantime U.S. consumer goods manufacturers could and should begin to service it in some way if they are not to be left behind in a market that members of the Mission believe will set the pattern for the developing nations.

Want to be agents

The Mission met many aggressive, hard working, already fairly well experienced and financed young Ethiopians who want to be appointed distributing agents of U.S. consumer goods manufacturers. Many of them have gone to American universities as scholarship students. The Mission put some of them in touch with those who replied to the Department of Commerce request for business proposals; others wished to specialize in fields for which we had no business proposals. The U.S. Embassy at Addis Ababa will supply their names and addresses on request.

There is no language problem in corresponding with them from the United States as all teaching above the sixth grade is in English. U.S. consumer goods manufacturers could and should get their feet wet in the Ethiopian market by arranging to test out their product and experiment with the best procedures for distributing it. Later, when the market has grown and justifies more aggressive effort, they will have a nucleus around which to build their organizations.

Wants unlimited

What kinds of consumer goods is Ethiopia importing? Practically everything, because there is no consumers goods industry there.

What do they want most? First, I believe, men's light-weight clothing, particularly of wash and wear material—more or less U. S. sport or work jackets and pants type. (Watch the size problem; Ethiopians are not particularly short, but most are slim). Women's clothing would be more of a problem because of the traditional patterns of style and materials.

In addition, they want bicycles—bicycles for transportation, not the flashier sort that U. S. children want for Christmas. We saw few of them, but public transportation is quite inadequate and the cities are spread out.

They want convenience items that we have developed for the American home or kitchen—folding cot beds, for example, that can be pushed against the wall when Ethiopians change their one room cottages from sleeping to living space. There should be a big demand for household water purifiers.

As new health and sanitation programs

are put into effect, fly screening by the roll, millions of yards of it should be in demand, as well as insecticides, mildew preventives, disinfectants, detergents both liquid and solid, clothes wringers (clothes washers, later).

What we call hand cultivators for the suburban garden (not the motorized ones) would be more effective on many small Ethiopian farms than the primitive homemade tools they now use. Other suggestions are:

Simple office equipment such as pencil sharpeners, copying machine, stapler, suspension file, adhesive tape (along with the necessary dispensers), simple adding machines, looseleaf notebooks; and piece goods, particularly the modern synthetics in which the U.S. excels.

The list could be extended, on and on. Chances are that right now, within a hundred or two miles of your office, there is a young Ethiopian man or woman studying in some university under a scholarship grant. Get his name from the Ethiopian Embassy in Washington. Invite him over to talk to you for a day—maybe even as a guest in your home. You will be pleased at his sophistication, so much greater than you might expect. You will learn more from him about the coming importance of Ethiopia in the world, and as a market for your product than all your reading of INTERNATIONAL COMMERCE can tell you. You would have a most interesting and constructive time from the standpoint of your own business; and you would make a real contribution to his learning how you think about problems, your own and the world's.

WORKMEN STEP GINGERLY across an Ethiopian bridge which is having its wooden planks replaced by a modern concrete roadway. (World Bank Photo)

Expanding Ethiopian economy offers U.S. companies good opportunities to trade, invest

Industrial output increasing faster than GNP growth rate; country heavily dependent on foreign sources for goods and equipment needed to sustain economic development

By OMERO SABATINI

Africa Division

Bureau of International Commerce

A country with a growing economy, stable political institutions, and a favorable investment climate, Ethiopia is making a determined effort to step up its economic progress through a program of modernization, industrial development, and trade expansion.

SABATINI

Results thus far have been encouraging. Stimulated by the 1962-67 $1.1 billion development plan, industrial production, although still small, currently is increasing at an annual rate of 13%, as compared to an overall growth rate of the gross national product of 4%. Total foreign trade has climbed from $160 million to $228 million in the years 1960-64; imports have increased more than 46% and exports by about 38%.

Coffee chief exchange earner

Ethiopia has a GNP of nearly $1 billion. Per capita income is about $46. Agriculture and livestock raising, the main economic activities, account for 70 to 75% of the GNP; industry, 5 to 10%. Coffee is the most important product and major foreign exchange earner.

Ethiopian exports in 1964 reached $105 million. Coffee sales amounted to $63.6 million, or 60.5% of the total. Coffee exports for the current year, however, are expected to be lower, since in 1965 the quota assigned to Ethiopia under the International Coffee Agreement was reduced from 72,000 metric tons to 66,173 metric tons.

Other export products of primary importance are oilseeds and cakes, and hides and skins. Canned and frozen meat, now accounting for only 2% of foreign sales, represents a potentially important export. Potash exports are expected to make a significant contribution to the economy of the country once the large deposit in the Danakil area, already being mined by a U.S. firm, goes into full-scale production.

According to Ethiopian statistics, exports to the United States, consisting mostly of coffee, amounted to $51.6 million in 1964. The United States has been Ethiopia's main customer for several years, and shipments to the United States are increasing much more rapidly than total Ethiopian exports. Since 1960 sales to the United States, then only $27 million, have increased by 98%, as compared to the overall export growth of 38%.

Heavily dependent on imports

Total Ethiopian imports amounted to $123.1 million in 1964, mostly machinery, motor vehicles and parts, metal and metal manufactures, petroleum products, electrical materials, woolen manufactures, cotton piece goods, and foodstuffs.

Ethiopia is heavily dependent on foreign sources of supply for the substantial amounts of goods and equipment needed for the country's sustained economic development. The demand for imported capital and consumer goods, as well as technical skills, is expected to grow greater in the next few years. Until now, however, U.S. businessmen have paid only scant attention to the Ethiopian market, and have failed to take advantage of the many export opportunities offered by it.

Ethiopian purchases from the United States, including AID-financed shipments, in 1964 totaled $12.5 million (based on U.S. statistics). This makes for a balance of trade in favor of Ethiopia by some $39 million. In view of this relatively large unbalance, it is reasonable to assume that, with proper promotional ac-

Market profile—Ethiopia

Area: 457,000 square miles, about the size of Texas, Oklahoma and New Mexico combined.

Population: About 22 million. Annual growth rate, about 1.4%.

Principal cities: Addis Ababa, about 460,000; Asmara, 100,000; Dessie and Diredawa, 40,000 each; Massawa, 25,000.

Currency: Ethiopian dollar (1 Eth. dollar = about US$0.40).

Gross national product: US$982 million in 1964; growing at average annual rate of about 4%. Agriculture accounts for 70 to 75% and industry for 5 to 10%. Per capita income: $46.

Electricity production: 177 million kilowatt-hours in 1963.

Principal manufacturing industries: Limited, mainly textiles. Also small-scale production of processed foods, tobacco products, cement, bricks and footwear. Many small handicraft industries.

Mining: Small output of gold, salt, potash, platinum and sulfur.

Foreign trade (1964): Total exports, $105.0 million; total imports, $123.1 million. Principal exports: Coffee, 61%; oilseeds, 11%; hides and skins, 8%; cereals and pulses, 5%. Principal imports: Machinery, 18%; motor vehicles and parts, 11%; metal and metal manufactures, 9%; petroleum products, 8%; cotton textiles and manufactures, 6%; food, fresh and canned, 4%.

Gold and foreign exchange reserves, gross (July 1965): $99 million.

Conditions of trade: Customs tariff applicable to all countries without preference. Licensing system is liberal and presentation of certified supplier's invoice automatically entitles importer to exchange license for authorized imports.

tivity, some reorientation of Ethiopian importing channels toward the United States can be brought about and that the volume of Ethiopian purchases from the United States can increase.

Capital goods for new projects

Ethiopian imports from the United States in 1964 consisted mostly of industrial and agricultural machinery, vehicles and parts, aircraft and parts, scientific instruments, cotton, and manufactured goods and articles including chemicals, pharmaceuticals, and wearing apparel. While prospects for these commodities remain excellent, additional opportunities exist for a variety of capital goods for use in the many projects now underway or about to be started, and in the numerous new industrial investments.

New infrastructure projects include continued road construction and improvement under the Third Highway Program, a 193-mile extention of the Djibouti-Addis Ababa railroad to Dilla in the Sidamo Province, construction of two hydroelectric power stations estimated to cost $24 million, and improvement of the telephone and telegraph system by the Imperial Board of Telecommunications which—for this purpose—was granted a $4.8 million loan by the World Bank in November.

The U.S. Government has an active program of economic cooperation with Ethiopia. Total U.S. economic assistance to Ethiopia was $9.7 million in fiscal 1965, as compared with $8.5 million in fiscal 1964 and $14.8 million in fiscal 1963.

A relatively high percentage of U.S. exports to Ethiopia has been financed with funds provided by agencies of the U.S. Government. Last summer the U.S. announced that it was making available to Ethiopia a $3 million loan for normal imports for the period ending July 1966, a $5.2 million loan to cover purchases of 40,000 bales of cotton within two years, and an offer of loans for mutually agreed economic development projects during fiscal 1966 to cover all foreign exchange costs and part of local costs.

There are no discriminatory restrictions in Ethiopia against purchases from the United States. No import license is required and foreign exchange permits for payments of imports are granted freely. The customs tariff, generally revenue-producing rather than protective, is applicable to all countries without perference.

U.S. exporters, however, face strong competition from well established Italian, British and Japanese interests. In recent years, the Japanese have been particularly successful in the Ethiopian market. Italy is Ethiopia's largest supplier, followed, in order of importance, by Japan, West Germany, the United Kingdom, the Netherlands, and the United States. The United States, however, ranks second (after Italy) as supplier of industrial goods.

Several other countries are now vying for a larger share of the Ethiopian market. In addition to the United States, Argentina, Hungary, India, Pakistan, Spain, Thailand, the United Kingdom, and the United Arab Republic sent trade missions this year. If competition is to be met, increased promotional activity and better servicing will be required for most U.S. products. Where feasible, American exporters also would be well advised to provide more liberal credit terms, as Ethiopian businessmen often maintain that terms offered by Europeans and Japanese are easier to obtain, particularly for purchases of inexpensive manufactured goods such as textiles, wearing apparel, appliances, hardware, and building materials.

Expands services

To stimulate our trade relations with Ethiopia, the U.S. Government, in addition to sending the first official trade mission, has taken other steps such as establishing a Commercial Attache position at Addis Ababa, and expanding the services provided by the Embassy with the opening of separate commercial offices in the business district of Addis Ababa. The United States also will hold a U.S. National Exhibition in Addis Ababa, March 19-April 9, 1966. Although not primarily commercial in nature, the exhibition should help familiarize Ethiopians with many new U.S. capital and consumer goods and should encourage establishment of additional business contacts between American and Ethiopian firms.

Steps to spur investment

On the investment side, the Ethiopian Government is making important strides to create a framework favorable to foreign investors. The Government is committed to development of the country's resources with participation of foreign private capital, and the current development plan calls for foreign private investments of $70 million.

Steps taken to stimulate foreign investment include enactment of liberal Investment and Mining Codes, and of a new banking law which modernizes and improves the banking system by allowing establishment of private commercial banks. The Investment Code applies to all agricultural, industrial, transport and tourist enterprises. It provides for relief from various taxes and duties, and it

places no limitations on availability of foreign exchange for capital transfers.

Ethiopia also has signed an Investment Guaranty Agreement with the United States, which insures U.S. investors against non-business risks, and is one of only two African countries to have entered into a Treaty of Amity and Economic Relations with the United States. This treaty provides Americans engaged in industry or trade with a series of additional legal protections. Finally, prospective U.S. investors, under the Cooley Loans program, can also be granted loans in local currency, generated by PL 480 sales of agricultural commodities.

Opportunities in all sectors

At present, establishment of food processing industries appears particularly promising. There are, however, growing indications that the U.S. business community is becoming increasingly aware of the many opportunities offered by all sectors of the Ethiopian economy.

A U.S. firm is now exploiting a large potash deposit, and two firms are exploring for oil in the Red Sea area. A successful investment has also been made in coffee cultivation. New American investments have been announced or are planned in hotels, paper manufacturing, and in other fields.

In addition, there are a number of foreign private ventures, mostly in sugar production, cotton growing, textiles, and meat processing. The number of third country as well as U.S. investments is expected to grow.

MISSION MEMBERS Henderson (left) and Melton, both farmers themselves, inspect a grain field at the Ethiopian Government's experimental farm.

Technical knowledge needed to increase agricultural output

Corporation and cooperative farming, poultry production offer potential in Ethiopia

LATON M. HENDERSON

Vice-president, Int'l Agri-Products Group of Doughboy Industries, New Richmond, Wis.

and

MARVIN M. MELTON

Partner, Melton Bros. Implement Co. Jonesboro and Trumann, Ark.

Agriculture in Ethiopia produces a major portion of the gross national domestic product and is the occupation of 95% or more of the population.

HENDERSON

Except for coffee, there is basically only subsistence farming and little produce is exported. Many other agricultural products can be developed and export earnings accelerated.

The traditional agriculture practices throughout the country, however, require a dramatic change. Corporation and cooperative farming offer a broad potential.

MELTON

U.S. assistance can make significant contributions to agricultural development; Government efforts should be concentrated on cash production, with strong emphasis on the private sector.

Cash crops may include cereal grains such as wheat, corn, barley, pulses and oilseeds. All are in short supply in the continent of Africa and in that part of the world. Ethiopia has natural sea ports and existing roadways which can be employed to export cereal grains. Such grains can be easily graded to equal world standards when transportation and proper storage facilities at port terminals are established.

The cost of setting up such a marketing system is high, however, and will require foreign investment along with continued input of technical knowledge.

Must modernize

The country has a large number of cattle, sheep and goats. The opportunity for exporting animal products is significant to the economy of the country as well as to the increasing world population. Modern practices in veterinary medicine, range management, feeding, improved breeding and management of the large natural resources of grazing lands will be needed.

The climate seems adaptable to open-range livestock operations, especially in the highlands. Open range during the dry seasons could well be adapted to turkey production. Range rotation would have to be practiced because there is not deep freezing weather to kill many parasites. Range conditions would be similar to those in California, but without the high temperature.

Poultry production

With the broad base of food stuffs such as grains and sorghums, coupled with ideal weather conditions, labor availability and other significant factors, production of poultry and all of its by-products is considered of major importance in agricultural development.

Production of antibiotics are contemplated, Vitamin A and D products are being considered, minerals are being mined—so feed supplements will be available to add to the local grain supplies for balanced poultry feeding. Vaccine production has started and is expected to be doubled by 1967. Disease eradication programs have begun and technicians on the local level are at work. As results of various studies are applied, more canning and processing plants will be established.

Must develop standards

To accelerate these key productive activties the nation must develop a sizable group of highly trained agriculturalists and technicians as well as the requisite regulatory grades standards and marketing environment conducive to production and profit.

A good foundation has been laid. Through the efforts at the College of Agriculture, the technical high school at Jimma, other educational efforts in basic and applied research, and the beginning of country-wide extension program, the U.S. assistance effort has sought to produce trained agriculturally oriented Ethiopians able to sharply expand production.

Market for pharmaceuticals, opportunity to manufacture products in Ethiopia seen

Medical and hospital facilities, drug supplies inadequate; Government offers concessions to foreign investors

By NATHANIEL J. KLEIN
Chairman of the Board,
Key Pharmaceuticals, Inc., Miami, Fla.

Ethiopia, a country of 22 million persons, is economically sound and favored with an abundance of natural resources. It has freedom of commerce which has produced a balance-of-payments surplus and monetary stability.

KLEIN

Recently, the Ethiopian Government made a strong bid to attract foreign investors by extending certain concessions through waiver of import duties on raw materials and machinery for periods of five years, with promises of extensions. U.S. pharmaceutical firms considering investment in Ethiopia should examine the country's investment law carefully.

The country's medical facilities are inadequate. By mustering the private, Government, missionary and foundation grant medical doctors in the country, the total could scarcely reach three hundred. Its hospital facilities are commensurately inadequate.

Similarly, the medicaments necessary and adequate for treatment of the sick are deficient and usually dispensed without proper supervision or control. Much of the medication is of the injectable type notwithstanding the shortage of medical doctors or competent nurses needed for such administrations. Often a bedridden patient must be shuttled back and forth, many miles over difficult roads, to the nearest hospital, to receive each dose of a vital medication, because the doctor cannot come to the patient.

The local pharmaceutical industry is comprised in the main of one recently established manufacturing company and a number of selling and distributing agents for foreign drug companies. Frequently, these agencies carry diverse lines of products from tin cups to tractors, in addition to pharmaceutical products. Thus, drugs which should be medically supervised and controlled, and sold or dispensed only by prescription, are sold as proprietary medicines over the counter.

Joint venture established

Until recently, there was no local pharmaceutical manufacturing industry. Besides lack of experienced people, there was no economic incentive to induce the investor to pioneer. Recently, however, on a joint venture arrangement, a United Kingdom firm—Smith and Nephew Associated Companies, Ltd.—joined with the Ethiopian Government in establishment of a company, Ethiopian Drug Manufacturing.

The London firm provided capable direction and a manager long experienced with large U. S. and British pharmaceutical manufacturers. Less than two years ago erection of plant and facilities was begun.

I had occasion to visit and inspect this plant. I was impressed by this 11,000-square-foot facility with provisions for substantial expansion. It is professionally equipped with all of the manufacturing and laboratory machinery, equipment, and instruments essential to modern pharmaceutical manufacturing. Although it has not yet attained full economic production, it operates efficiently and economically. Experienced supervision insures the highest of checks and controls under the most aseptic and safe conditions. It is completely sanitary, thus insuring that its products are both safe and effective.

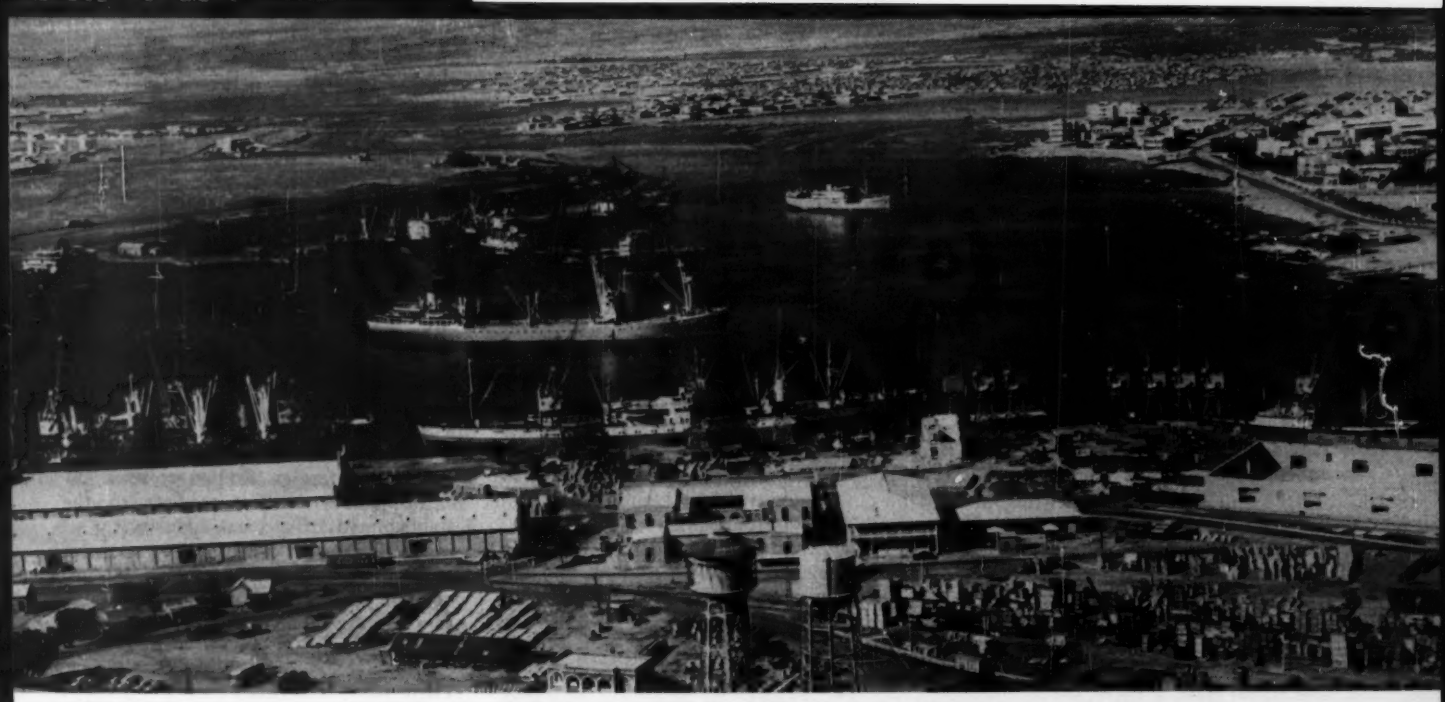
The company's production line covers tableting, ampuling, and bottling of drugs and preparations, and manufacture of ointments.

Other arrangements available

Although the company, by agreement, is under obligation to the Ethiopian Government to produce many generic drugs, it is permitted to manufacture and has capacity to produce brand name, exclusive products for itself and other companies, including those of U.S. firms. With the latter, under dispensations granted by the Government, beneficial joint venture or cooperative arrangements could be made. Other types of arrangements based on the furnishing of chemical ingredients by the U.S. firm, duty free into Ethiopia with fabrication of the U.S.-owned product, on a cost plus or process fee basis, are available.

At present, the company cannot meet the pharmaceutical needs of the people of Ethiopia in either quantity or variety; however, it is just beginning. U.S. firms can share in this industry's growth and expansion, even to supplying many other African countries from this centrally located market.

EMPEROR HAILE SELASSIE looks over the products of a drug factory which is partially owned by the Ethiopian Government, in a joint venture with a United Kingdom pharmaceutical firm.



PORT SUDAN is the Sudan's only outlet to the sea. Existing facilities are often overburdened and ships must await their turn to discharge cargo.

LAND IS ONE-THIRD U.S. SIZE

Sudan: rich in resources

Economic potential appears strong, but lack of skilled manpower is a barrier

By HERBERT J. CUMMINGS

In area and resources, the Republic of the Sudan is a potentially rich country. It is almost one third the size of the United States, but has a population of slightly over 13 million. Three percent of the country's rich, cultivable soil is now under cultivation.

At first sight, the economic potential strikes visiting businessmen as immense. Food processing industries based upon local agricultural, meat and poultry products could be developed within a few years and as a consequence demand for a variety of locally produced consumer items could be generated.

Provides for training

A more careful examination of the many forces influencing economic development in the Sudan will reveal some basic impediments to rapid industrialization. Shortage of skilled manpower, from the management and planning level to technicians, foremen and mechanics, constitutes a formidable barrier to the completion of the country's practical and realistic Ten Year Plan for Economic and Social Development (1961/62—1971/72).

The Plan contains some provisions for extensive training of technicians and mechanics—36 technical and 10 trade schools are being established to help meet requirements for semi-skilled manpower. The Engineering Faculty at Khartoum University hopes to achieve an intake rate of 100 to 150 students a year by 1966.

Gap will widen

The gap between the demand for trained manpower and the supply of it from local training institutions is likely to widen in the next decade despite these training facilities. It will probably be particularly wide in the key area of management and planning for the efficient and expeditious development of the country's resources. Provisions will have to be made for attracting capable managers from abroad. Such devices as turn-key plants with long-term training programs included in the package, management contracts, licensing, and joint ventures will have to be used extensively if the Sudan is to keep its development plan rolling on schedule.

To attract such assistance the Sudan must provide the outsider with certain basic assurances with respect to such matters as fair treatment of key foreign personnel, equitable tax treatment, clearly stated and fairly administered provisions for remitting home personal savings and company profits, and access to local financing facilities on an equal basis with the Sudanese.

Provisions for dealing with problems of this type were developed as early as 1956 and incorporated in the Approved Enterprises Act of that year. Specific conditions under which a particular enterprise may be established and permitted to operate must be worked out among the participating parties and incorporated in a legal document that clearly spells out the obligations and responsibilities of the parties, including those of the Government.

Effective pioneer

In actual practice, the Industrial Bank of the Sudan is rapidly asserting itself as an effective pioneer in developing standards and establishing practices under which proposals for new industries can be

moved expeditiously from the preparatory stage to actual ground breaking.

The Bank was established in 1961 to supply economic, technical, financial and managerial assistance to new or expanding industrial firms in the Sudan. In staffing the Bank with qualified specialists and in training Sudanese staff members in better economics and in financial aspects of development, the Governments of Britain, the Netherlands and the United States are giving valuable assistance. U.S. businessmen interested in establishing a business in the Sudan will find it advantageous to discuss their proposals with the appropriate members of the Bank staff.

The staff is well informed on the priority ratings established under the Ten Year Plan for various types of industries and they have prepared or have access to a number of feasibility studies recently completed on specific industries of immediate interest to the Sudanese. While the U.S. Mission believes the Bank is off to a flying start, it realizes that sustained progress in the industrial change of the Sudan can not be made without aggressive leadership in the Sudanese private business community itself. The Mission hopes that this leadership will be forthcoming.

The business members of the Mission examined opportunities for U.S. trade and investment in the Sudan in such fields as meat and vegetable processing, farm equipment, pharmaceuticals, consumer goods and industrial machinery and services. Their comments follow.

U.S. has advantages and drawbacks as potential supplier to the Sudan

'Made in USA' label has prestige, but many businessmen feel U.S. traders just aren't interested in selling to the Sudanese

By ROBERT F. KENDALL

Hopeful and discouraging factors appear in any assessment of the Sudan as a potential market for United States light industrial and consumer merchandise.

On the positive side there is the favorable image enjoyed by the "made in USA" mark, although the unfamiliarity with specific U.S. product names is almost incredible.

On the other hand, past economic history has resulted in strong long-term dependence on European brands and trade marks. Most United States exporters haven't bothered to prospect and travel the Sudanese market, and many American manufacturers tend to shunt inquiries to European subsidiaries.

These negative counts are convincing Sudanese businessmen that their trade is not actively sought. The Mission tried to combat this feeling, but the task is large and must be actively followed up if progress is to be made.

Import duties are either low or high; very high if a similar product is made in Sudan or if the product is a luxury whose importation is discouraged in order to conserve foreign exchange; very low if the product will contribute to the establishment of a local industry.

Electric power is extremely expensive in the Sudan, and this hinders the importation of electrical appliances. It also has a bearing on any joint-venture manufacturing scheme.

Want joint ventures

Despite this drawback joint ventures are avidly sought. Very attractive incentives are offered to establish industries in a wide range of categories. Benefits include generous tax exemption, freedom from (or very low) import duties on raw materials, preferential rail rates, guarantees of government purchases and other important attractions.

These open the door to United States makers of light machinery, manufacturing equipment and raw materials not obtainable in the Sudan. Land, buildings and labor are plentiful and available at low cost.

The Sudan is Africa's largest country —as big as the entire U.S. east of the Mississippi—but transportation is grossly inadequate. Shipments may require two to three times longer to arrive than they do to other markets just as distant. This calls for careful judgment before shipping goods which long delays would imperil. The very best of export packing is essential, due to the nature of the handling, the trans-shipping and the warehousing facilities.

Need cold storage facilities

Refrigeration is, to all intents and purposes, non-existent. A cold storage facility—or rather several—is a vital need. It is said that when lemons ripen they sell ten for a cent; when the picking season is over, ten cents cannot buy one. Dozens of crops suffer similarly. Opportunity is knocking on the refrigerator door.

Credit terms deserve careful consideration, and American suppliers should make every effort to adapt to the very real and different needs of the Sudanese importer. Insistence on letter-of-credit

SUDAN'S NATIONAL THEATER at Omdurman reflects the lighter side of life in the Sudan. Despite the nation's strong emphasis on economic growth, many Sudanese still find the time for entertainment.

payment is the kiss of death. The long delivery period does not permit that tie-up of funds.

With FCIA credit facilities expanding, U.S. exporters should offer payment terms that compete with their European competitors.

Capital best single market

For most American firms, primary attention will center on Khartoum and three or four other cities. Khartoum supports a population of just under 500,000. In a country where the average per capita income is about $90, the capital and commercial center of the nation constitutes the best single market for non-capital goods.

The obvious exception to this is the huge, 40-year-old cotton growing complex known as "The Gezira Scheme." This two-million acre operation run by the Sudan Gezira Board (an independent corporation of the "governmental authority" type) uses a wide range of tools, chemicals, tractors, foods, medicines, business equipment, transport and the many other requirements of an enterprise of such scope.

Located only a few hours by road from Khartoum, it merits the attention of American business travelers.

For third countries

There is great Sudanese interest in importing suitable United States products in bulk for local packing and distribution in the entire Red Sea area and the Middle East, where packaging in Arabic would be an asset.

Makers of cosmetics designed for the Negro market in the United States should investigate the Sudan, to serve an interest discovered by the mission.

Continued unrest in the Sudan is a fact-of-life that businessmen cannot ignore. It should not preclude an energetic sales approach to the market if other factors appear favorable; if a considerable investment is contemplated, prudence suggests individual appraisal through the facilities of the U.S. Department of Commerce.

The Sudan is striving to diversify its agriculture and to introduce new light industry. Some developed nations are going to share in this growth by providing materials, machines and skills on a mutually profitable basis. A good share of these could be American, so that when the transition has been made, American producers will take part in supplying the needs of an expanding and developing economy.

CARGOES ARE UNLOADED by lighters at most ports in the three nations which the Mission visited.

Formula for success in Sudan: time+patience+enthusiam=$

People are brand conscious, prefer good service to low costs; U.S. firms have been slow to enter growing Sudanese market

By H. GORDON SELFRIDGE

It will take time, patience and enthusiasm for a U.S. consumer goods manufacturer to make a substantial impact in the Sudanese retail market. For those who do so successfully, the result will be rewarding because Sudanese customers are slow to switch loyalties, and general economic conditions favor long-term business connections.

Transportation from U.S. east coast ports averages three months, so maintenance of an ample stock of spare parts within the Sudan is essential. An efficient customer service department is often the determining factor in the Sudanese customer's decision to buy one brand of appliance rather than another, even if the latter may be substantially lower in price

At the same time, many more young Sudanese are going to America for technical training than to anywhere else, and they bring back an appreciation of the superiority in quality and real utility of American products. These young technicians will be "the influentials" of the near future, and what they say will have important effect on Sudanese society and its buying preferences.

Few American firms have set up branch sales offices in the Sudan. Those that have been there some time including Singer Sewing Machine and National Cash Register, have been able to establish strong markets in their field.

The Sudan is growing in economic importance as a result of diversification that is lessening the dependence on cotton, which used to be its sole crop. Its population is growing fast.

North Khartoum, across the Blue Nile from the capital, is becoming a city of light industry, mostly consumer goods such as textiles, soap, perfumes and cosmetics, aluminum, and kitchenware. However, relatively few of these new factories are U.S.-affiliated.

Sudan should certainly be considered in any plan to tap the vast business opportunities in the last of the really undeveloped continents.

Step-by-step industrialization recommended for Sudan's economy

Beginning with simple manufactures, country could eventually broaden its industrial output to more sophisticated products

By NATHANIEL J. KLEIN

For the Sudanese, the beginning of the transition to a modern economy could logically be in simple manufacturing, and processing and packing of consumer goods. Local agricultural, cattle, poultry, chemical products as well as bulk imports of foreign consumer goods would become the basis of such industrial activities.

There is a considerable void when it comes to the availability of qualified labor.

Highly trained technicians, skilled and even semi-skilled artisans and craftsmen are quite scarce.

Facilities lacking

Transportation and communication facilities, upon which a sound industrial economy would be largely dependent, are insufficient to support a sudden industrial upsurge.

Universal education up through the intermediate stages is vital to a rising economy. The help, guidance and supervision by key experienced foreign personnel will be required for some years to train Sudanese replacements for supervisory and managerial positions. Only the larger and affluent industries could hope to be economic successes in the Sudan at this time. Few could even hope for immediate large scale production until a larger part of the population enters the money economy.

The solution appears to lie in a slow, gradual transition of the agricultural economy, emphasizing at first simple manufactured products. Small manufacturing of rudimentary products or processing and packaging of bulk imported goods would be more logical. Subsequently, as they become more familiar with production techniques and the market volume dictates, the transition to semi-manufacturing and partial fabrication would be smoother.

The canning, bottling, packaging, dehydration and processing of fruits, fruit juices, vegetable, meats and poultry offer a logical starting point. Uncomplicated machinery and equipment and all types of packing materials could be imported.

As knowledge and technical skills developed, light manufacturing of bottles, cans, containers and even the papers and plastics could be handled locally. The ability to handle and use the larger and more complicated machinery and equipment would come more naturally.

Come in small packages

Most consumer products are imported into the Sudan in small packages. The extra weight costs of the c.i.f.p. charges for packaged canned foods, cereals, and pharmaceuticals largely account for their high retail prices. Added to this are the attendant higher duties and other taxes which must be paid on packaged, as opposed to bulk shipments.

For example, there are only two manufacturing companies of any consequence in the pharmaceutical field. Their products are of the simpler or common variety. A great deal of their production is of already mixed, prepared or partially fabricated chemicals such as antibiotics.

Neither manufacturer operates on what would be considered a large scale by American standards. Complicated medications requiring great care and high skills in their compounding are still supplied through imports. This is necessary in order to make the product lines extensive enough to fit the health needs of the Sudanese.

As a result, the manufacturers in this industry operate on a considerable deficit. Many slack production periods make factory overhead quite costly, bringing higher consumer prices. The answer may be in changing over to the finishing of fabrication of tablets, capsules and the like as well as to packaging finished products, shipped in bulk, at lower prices. This would resolve much of the employment problems.

With lower labor costs, the manufacture of packaging material could develop into a profitable industry. The ultimate consumer products would be priced lower and sold in larger quantities.

Thus the transition of the Sudan's agricultural economy to one of mixed commerce and industry can work, if carried out gradually.

Basic Data on the Economy of Sudan, a Commerce Department Overseas Business Report published last year, is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at 15 cents a copy.

THOUGH INDUSTRIALIZATION is the eventual goal, the Sudan is not neglecting the agricultural aspects of her economy. Below, Sudanese laborers work on the Sennar Dam, which is part of the Managil Irrigation Scheme, one of several serving farms between the White and Blue Niles.

Sudan's agriculture must make better use of latent resources

Modern irrigation techniques, fertilizers and insecticides needed; investors are holding back until political stability returns

By LATON HENDERSON
and MARVIN MELTON

Sudan's agriculture is a study in paradoxes: it is a desperately poor country where the benefits of one of the world's richest rivers are virtually unused, and a land where perfectly good milk is spilled on the ground while thousands of people scour the country in search of food.

A 1959 agreement between the Sudan and the United Arab Republic provided for the distribution of the Nile waters.

However, much of the Nile's silt and mineral wealth is still going to waste, flowing unused into the Mediterranean. The river has been diverted in small quantities by Persian water wheels and men dipping with tin cans, but the future of Sudan depends on the total utilization of all water available under the treaty rights signed with Egypt.

Modern medicine can save millions from disease, but there is no pill to prevent starvation. Only the application of knowledge to natural wealth can produce a well-fed population.

Sudanese agriculture is divided into the subsistence type of the nomadic tribes and mass production in concentrated, irrigated districts.

Capital for irrigation

The nomadic type will persist for years to come. Each year there is a mass movement of people and their livestock over hundreds of miles in search of water and forage, and to get away from the insects that multiply during the rainy season, spreading disease among both animals and humans. This has been going on for thousands of years and will continue in the foreseeable future.

The real economic future of Sudanese agriculture lies in the concentration of capital and know-how in areas where irrigation can make up for the lack of rainfall.

Grain and its by-products can be converted into balanced animal and poultry feeds for commercial production, and result in an animal population large enough to justify building meat canning, milk processing and egg factories. Local consumption needs are small and the surplus can be sold on world markets.

Future production will be easier to develop when private Sudanese businessmen feel the government is stable enough for them to risk substantial investments.

The only modern flour mill is producing approximately 50 tons per day of grain products. Very few of the by-products are used locally. Transportation bottlenecks sometimes make it necessary to burn some by-products just to get them out of the way when warehouses become full. All this in a country where each year thousands of people and millions of livestock move hundreds of miles in search of food!

Demonstration farm

A demonstration farm has been established at Kuku Village. Much time, thinking, energy and capital have been furnished by the U.S.'s Agency for International Development (AID) through tours or visits by the farmer and transmission of the knowledge to the farm population by an educational extension program.

A survey of the animal livestock potential is about to begin. The practical value of the results will depend upon the cooperation of the Government with private capital, and the availability of long-term agricultural development loans.

The Sudan's agricultural marketing system also needs modernizing. This would include better knowledge of nutritional needs through education in the public school system. Building a desire for quality foods, would create the need for more production and proper processing. But if the marketing system does not grow too, there is no reason to increase production.

The lack of proper marketing is exemplified by the dumping of skim milk onto the desert sands after converting the high grade milk into the end product of butterfat called Ghee. A sales program and effective transportation could avoid this waste. The nutrition is needed; the processing equipment is available; but presently fluid milk worth $6 per 100 lb. is being diverted into a manufactured product that represents a value of 80 cents per 100 lb.

NOW LOOK AT IT MY WAY, says the donkey-borne farmer at left, as the old meets the new on a Sudanese Road. The man in Western dress is an official of the Gezira Scheme, which is settling thousands of Sudanese tenant farmers on a million-acre irrigated area between White and Blue Niles.

Production per agricultural unit in the Gezira scheme has been gradually reduced by insects and disease. Tenant farmers are burning all debris and organic matter to eliminate disease carry-over from previous crops. There is a tremendous opportunity for chemical companies to produce and merchandise herbicides, insecticides and fertilizers. Such modern farming would help save the organic matter in the soil, which would also help prevent drifting and blowing sands and dust storms.

Several private businessmen said that the Sudan's economy is marking time because of a feeling of political instability. Demonstration farms and future research seem to have come to a halt, and without extension programs the agricultural sector may well be losing ground.

ANOTHER TRADE MISSION

A U.S. Trade Mission is just returning from a month's work in Malaysia, Singapore, and Hong Kong.

A final report from the Mission members, along with specific business opportunities in those areas for U.S. businessmen, will appear in INTERNATIONAL COMMERCE early next year.

Sudan a center for sales, investment along the Nile

Long-staple cotton production accounts for over half of country's export earnings; interest keen in U.S. goods

By WILLIAM J. BUSHWALLER

Africa Division,
Bureau of International Commerce

The Sudan, the largest country in Africa and with a population of some 13 million, should receive the careful attention of U.S. foreign traders and investors.

BUSHWALLER

The country is a great plateau one-third the size of the United States and its fertile soil, irrigated by the White and Blue Niles, produces some of the world's finest long-staple cotton. It is second only to Egypt in long-staple cotton production which accounts for an average of 60% of the country's export earnings.

Recognizing the adverse effects which a fluctuating world cotton market and adverse climatic factors can have on the country's one-crop economy, the Government is making a concerted effort to diversify its agricultural production. Soils in the Sudan are said to be high in phosphorus and potassium, offering great potential for legume crops such as peanuts or alfalfa. Peanut acreage has increased from 6,000 to 120,000 acres in the vast Gizera Agricultural Project alone in the past three years. In spite of these impressive increases, however, scarcely 3% of the soil is under cultivation.

The new Government is determined to follow through with the Sudan's 10-year development plan. The Industrial Bank of Sudan, established in 1961, has already financed a variety of projects ranging from ice manufacturing and cold storage to tire retreading. A number of the Bank's personnel are at universities and colleges in the United States under the auspices of the Agency for International Development, receiving higher education in the economic and financial aspects of development. The Bank is expected to become increasingly active in financing smaller businesses as expansion continues.

The United States has concluded an Investment Guarantee Agreement with the Sudan and foreign private investment is encouraged.

Although U.S. investment presently is limited largely to textiles and pharmaceuticals, the recent U.S. Trade Development Mission to the Sudan found excellent investment opportunities in joint ventures in such projects as clothing manufacture, plastics, safaris and tourism, prefabricated housing, flour milling and bakery, frozen fish and fishmeal, hide pickling, ceramic dinnerware, light gage steel pipe, feed mill, hen laying, beef and sheep fattening.

U.S. exports to the Sudan have remained fairly steady for the past three years at about $15.5 million. Individual Sudanese businessmen who were interviewed by Trade Mission members expressed a definite interest in importing the following products from the U.S.:

Hand tools; food vending machines; cosmetics; printing equipment; paper converting machinery; fertilizers, insecticides, pesticides, herbicides, agricultural chemicals, veterinary products; farm machinery; seed and oil crushing equipment; building materials; wallboard, acoustical tiles, windows, hardware; foodstuffs (wide range), canned and dry, fruits, jellies, powdered milk, tin stock for cans; used clothing; synthetic piece goods; irrigation equipment, earthmoving equipment; pharmaceuticals and bulk pharmaceutical chemicals; medical supplies.

Very few problems are encountered by U.S. exporters shipping to the Sudan. The country has a two-column customs tariff. Preferential import duties are applied to certain items originating in and imported from the UAR—Egypt—and slightly higher rates imposed on such shipments from all other countries. There is a long list of items, however, on which import duties are nondiscriminatory.

About 300 different items considered essential for consumption, economic development, or for other miscellaneous purposes may be imported into Sudan under Open General License (OGL). Other imported commodities which would compete with locally produced goods or are considered to be luxuries can only be entered under a specific import license.

Market profile—Sudan

Area: 967,500 square miles, about one-third the size of continental United States.

Population: Estimated at 13 million. Annual growth rate, 2.8%.

Principal cities: The "Three Towns" composed of Khartoum (95,000), Khartoum North (40,000), and Omdurman (115,000); El Obeid (53,000); Port Sudan (50,000); Wad Medani (48,000); Kassala (40,000); and Atbara (36,000).

Currency: Sudanese pound (1 S£ = US$2.87).

Gross national product: $1.2 billion in 1964. Agriculture accounts for most of GNP. Per capita income, $98.

Electricity production: 163 million kilowatt-hours in 1963.

Principal manufacturing industries: Limited installations include textile mills, cement factory, sugar refinery, tannery, augmented by numerous small plants processing local products.

Mining: Small-scale production of iron ore, gypsum salt, vermiculite, and gold.

Foreign trade (1964): Total exports, $195.7 million; total imports, $267.5 million. Principal exports: Cotton, 47%; peanuts, 13%; gum arabic, 10%; sesame, 10%; cotton seed, 2%. Principal imports: Machinery, 15%; textiles, 13%; transport equipment, 10%; sugar, 10%; petroleum products, 7%; coffee and tea, 6%.

Gold and foreign exchange reserves (July 1965): $79 million.

Conditions of trade: Most essential goods admitted under Open General License. Specific import license required for goods considered luxuries and for those competing with local production. Import license usually assures release of necessary exchange.

First things first in Somalia

Only essential imports have any chance at all in this country's limited market

By ROBERT F. KENDALL

Somalia is a small, new nation of 2¼ million people, eager to move forward but hampered by a hot, humid climate, poor transport facilities, extreme flood-and-drought conditions, a low power supply and a shortage of private financing.

Given these conditions, it is plain that all import priorities must go to such essentials as trucks, light agricultural equipment, pumps, water-well drilling equipment, hand tools, basic hardware, low-cost textiles, inexpensive building materials (preferably plastic or asbestos) and bulk drugs . . . articles that are within the ability of low-capital private business to handle.

Even semi-luxury consumer goods will have to await the development of a market, on a "first-things-first" basis.

Vitally needed industrial installations are being studied. The significant role of the Somali Government suggests the desirability of working closely with government authorities as well as interested people in the private sector, in order to assure a competitive presentation of the merits of American equipment.

The most rugged export packing is required for shipments to Somalia. Mogadiscio, the capital and major point of entry, requires lighterage of all shipments. The handling, the weather, and the storage facilities all point up the need for extreme protective measures.

Mogadiscio is not a port-of-call for any American shipping line, so transfer of cargo at one of the nearby ports is required. Negotiations for direct shipping contact with the U.S. are underway, but have not yet yielded any results.

The extended shipping time requires longer credit terms if the Somali importer is to have a chance to sell his American goods before the bill is due. U.S. firms should make full use of existing credit insurance facilities.

Air mail preferred

Several Somali importers expressed a preference for air mail communication, to lessen the need for expensive cabling.

There were also widespread complaints that inquiries sent to American exporters frequently went unanswered, or that delays of several months discouraged further approaches. A prompt air mailed reply, even the "sorry, not interested" type, would avoid much resentment. Better yet: if not interested, a reference to two or three other names known to have an export activity in the product would boost the American export image. This suggestion was made in all three nations which the Mission visited.

American goods are highly esteemed in Somalia. The "high price" argument persists, but can be offset by honest, clear and informative statements of proportionate quality and dependability. The latter is particularly important in markets where repairs, service and spare parts are serious problems. "Down time" . . . a serious loss anywhere, is a disaster in Somali.

Used, rebuilt, reconditioned machinery of light or small capacity is needed to help start new industries in the manufacturing, processing, service and repair categories. Complete dependability of primary importance; slow action and low output are not necessarily detrimental. Labor costs in Somalia are extremely low, and training from the bottom is essential.

Somalia's colonial history, the familiarity of language, and the shipping advantages in time and cost have given Somali importers a clearer pipeline to Italian and other Mediterranean suppliers, over a period of many years. Five years after independence, these valuable advantages still work strongly.

However, by adapting their methods and applying their best skills, U.S. exporters can win a larger share of the developing Somali import trade.

Mogadiscio the key

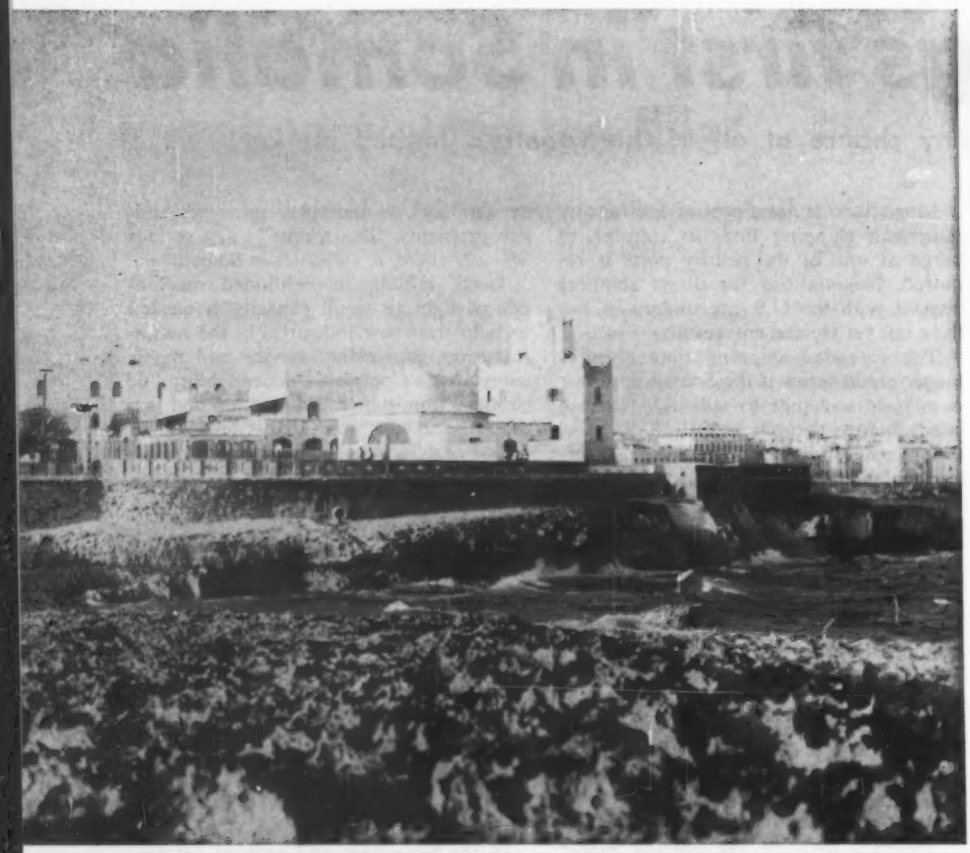
In the beginning, and perhaps for several years, chief export emphasis should center on Mogadiscio, whose population of 150,000 represents the center of government and industry, and whose development is likely to be more rapid than the other population centers. Hargeisa, in the north, is also of growing importance as the trade center of its area.

American firms considering joint ventures or licensing or investment proposals with Somali partners must realize that the level of business sophistication is not as high as in other African markets. Consequently, proposals for very worthwhile connections may not reflect their true potential. Before abandoning consideration, a special effort should be made to see if it is the proposed venture or the form of its presentation which is at fault.

The thing to remember is that it would be unwise to miss an opportunity just because it was inadequately described.

The magnitude of Somalia's needs, the receptivity of the governmental and commercial sectors, the improvements that the whole world's aid programs will bring about, the improvements in education all indicate that while Somalia is now a market of small potential, its future growth seems assured and American exporters would do well to cultivate it.

SERPENTINE ISLAND is joined by causeway to the African mainland at Chisimaio (Kismayu), where the Agency for International Development is helping to build a new port for medium-draft vessels.



PERCHED ON THE SHORES of the Indian Ocean, Mogadiscio is the trade and commercial nerve-center of the Somali Republic. As this heavily nomadic nation develops, Mogadiscio will lead the way.

Somali Republic a small market, very selective

Its natural resources include minerals, animals, farm crops; technical training lacking

By H. J. CUMMINGS

The Somali Republic, because of its limited population and largely pastoral economy, represents a small and very selective market for U.S. goods and services. Its known natural resources include such minerals as gypsum and feldspar; such animals as sheep, goats, camels and cattle, and such agricultural crops as durra, maize, sesame seed, cotton, bananas, sugar cane and ground nuts. At present, however, its transportation and communication facilities are not geared to economically competitive operations.

In addition, technical training to support development programs designed to move the economy from near subsistence to a more developed stage is not now being provided.

Finally, development in an economy based almost exclusively on agriculture requires the early establishment of credit facilities that will permit the farmer to take advantage of modern equipment which will enable him to be competitive in the world market.

To overcome these handicaps in transportation and communication, in technical training and in the extension of credit to the primary producers in need of capital, the resources of the Somali Republic during the years immediately ahead will have to be concentrated largely in these fields.

Drug manufacture, distribution sparse among the Somalis

Mission member sees possibility of setting up packaging facilities for items imported in bulk

By NATHANIEL J. KLEIN

Drug manufacturing in the Somali Republic is virtually nonexistent. There is not even evidence of an established system of distribution except through Government facilities.

All efforts of the mission to elicit information to determine the types, qualities and quantities of pharmaceuticals dispensed throughout Somalia met with no success. Adequate statistics are not available.

It is apparent to one visiting the country that medications to combat malaria, dysentery, hepatitis, tuberculosis and the various infectious diseases requiring antibiotics are most needed.

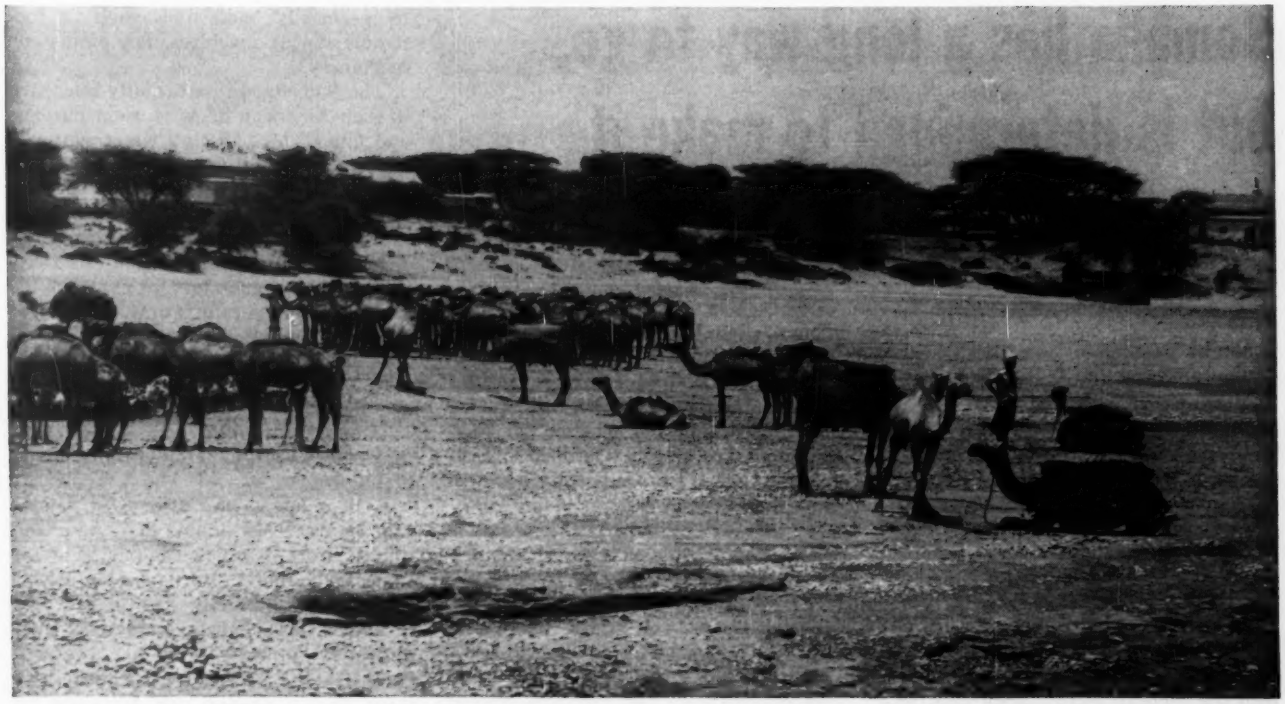
What drugs are available do not total an appreciable volume. Even those medicines which are imported are not always of the type and variety needed. Perhaps this is due to lack of information and communication. Also, those who import pharmaceuticals are general importers handling a variety of goods, and are not specifically trained or qualified to handle specialized items. In addition, prices are higher than the people can afford.

Might survey needs

It is my belief that the Somali Health Ministry might seriously consider conducting a survey of the medicament needs of its citizenry. It might grant priority to the most needed products and extend import duty and other concessions for the most wanted ones.

One or two establishments for packaging of drugs imported in bulk might help. The latent and potential capabilities of the Somalia labor force could readily adapt to the semi-skilled requirements of packaging routines. Machinery and equipment should be compact and not too complex.

Somalis are eager to embark on manufacturing projects, but prior studies are needed to determine their economic feasability. Somalis can well use technical help and guidance.



MOTOR POOL, SOMALI STYLE, consists of as many camels as a tribe can muster. Rather than unsightly junkyards, the Somalis can convert obsolete models into hides and skins, one of the nation's leading export categories. Haphazard shipping schedules are hampering the growth of two-way trade with the U.S.

Somalia's agriculture, animal husbandry suggest processing, shipping activities

Hides and skins are produced in north, tropical fruits in south; better port facilities needed; AID project slows erosion

By LATON HENDERSON
and MARVIN MELTON

Agriculture and animal husbandry are the chief occupations of the people of the Somali Republic.

In the north, livestock production prevails; to the south, and closer to the Indian Ocean, more rainfall aids the growth of tropical fruits and vegetables.

Presently, about 2½ million skins and hides a year are produced. If this output is increased, installation of facilities to further process the skin and hides might be a financially sound undertaking. One could even imagine that someday a glove and shoe factory might be practical.

Service with the outside world is not regularly scheduled. The Mission saw several shipments of skins waiting for a tramp ship to pick them up. As buyers can not depend on shipments, they are reluctant to pay full prices for raw materials.

The two major livestock, hide and skin exporters appear to have enough business to keep a 2000 ton ship busy 9 months of the years. If reliable and dependable shipments were started, full time scheduling might be possible.

A joint venture is recommended between some U.S. and Somali business people to make a ship available at an early date. Hides and skins have buyers in the United States. Tractors, machinery and canned foods could be returned on the ship.

A major fishing industry will start soon, to produce frozen fish for human consumption and dried fish meal by-products for animal consumption. The Red Sea will thus produce much-needed nutrients and create basic wealth, jobs and further demands upon the local tramp shipping.

Slaughter of livestock for export, and establishment of an oil crushing plant also are possibilities.

Port facilities are a limiting factor at Mogadiscio since all freight must be put aboard lighters to be taken to the shore. Deep draft ocean going vessels can not land directly.

At Chisimaio, the United States is helping deepen the port facilities to make possible direct loading and unloading of ocean vessels. This will be of special value to the already large banana industry and will contribute to efficiency in other industries.

Aid project helps

The land mass of the northern region has been eroding for years. It is said only 800 square miles have enough top soil for cultivation. However, the mission did see outside of Hargeisa a good amount of top soil.

Here, USAID in cooperation with the local population has used 4 large dozers to bund (embank) six sections of land. This project has slowed erosion and has made possible production of a good crop of corn and durrah. It already provides a living for 2,000 people and their livestock and will produce more if the funds are continued.

AID will remove its people next year. The tractors and equipment used to build this demonstration area will be given to the Somali Republic. They should buy many more dozers to save their vital top soil and continue the reclamation.

Somalia has a long way to go, but is determined to make it

Nomadic nation learning what modern world can offer; energetic young businessmen ask U.S. aid in reshaping economy

By H. GORDON SELFRIDGE

Ninety percent of Somalia's 2¼ million people are nomads, moving their families, tents, possessions and herds of camels hither and yon across an arid country nearly the size of Texas.

The Somalis just beginning to be aware of what the modern world can offer in the way of relief from a very hard life; and are fighting the additional disadvantage that Somali has not yet been reduced to writing.

The remaining 250,000 Somalis live in Mogadiscio (about 150,000) and a couple of other settled areas in contact with the modern world. They have seen what progress can bring them, and they are determined to attain it fast. I discussed our business opportunities with some of these people. They are "traders," willing to work long hours and very hard; and some of them have proved they can be real money makers.

The Somali retail industry is not well enough organized to permit American manufacturers to follow their customary servicing procedures, but there are real opportunities for those whose organizations are flexible enough—or for those who enjoy breaking new ground and setting the pattern for an industry's growth.

Consumer preferences

The quarter of a million Somalis that I have referred to generally seem to prefer strong perfumes and cosmetics; bright, almost gaudy piece goods for dresses; and they like the idea of synthetic materials which they know America makes better than anyone else. The men are already wearing Western style clothing, and want our wash and wear, no-iron shirts and pants. The cost of transporting bulky items and heavy customs duties makes prices of imported merchandise high, so the Somalis are beginning to make them in small factories. They need modern tools—mostly hand tools such as foot treadle sewing machines, not production machinery.

The Somalis are particularly interested in such American items as water purifiers and filters (Mogadiscio's water supply is still brackish and quite undrinkable), air coolers of the evaporative type that use little electricity, fly screening in rolls, insecticides and pesticides, and deodorizers.

Many small factories using electricity need stand-by generators for use when the regular supply goes off; only Mogadiscio has a continuous 24-hour supply. Kerosene stoves are also needed to take the place of the charcoal burners they use for cooking.

Interestingly, they want more U.S. films—they want to get used to the sound of English.

Somalis are willing to pay for American goods. They know that American things "work"—which can't be said for some of the things they have been getting from cheaper markets.

Somalis need help in organizing their distributive industry. They are aware of the need and are asking for American skills. In my opinion, no American retailing company should consider opening up a branch in Somalia at present; the market is still too small and conditions and "wants" are too varied.

Mission members felt that U.S. firms would be justified in hiring Americans to live there for awhile—three years would be a minimum, I believe—to advise them how retailing should be set up in a developing society so that it can expand as customer wants grow and become more sophisticated. There is some reason to hope they may do just that.

Somalis believe that economic development will drain off at least 5% of the 2¼ millions who are still nomads each year.

Thus, they feel their "consumer" market is bound to grow very fast. To support this belief they point to Mogadiscio, which is facing a population explosion.

Don't be choosy

For manufacturers of American consumer goods, I believe my best suggestion would be that they react favorably and positively to the small orders we believe they will receive from some of the aggressive and enthusiastic young retailers we talked to; and that they do not let themselves get frustrated at the unusual problems they will encounter in selling to a country where the methods and procedures of retail trade are unsophisticated, and to which delivery time is likely to be four months.

If I were such a manufacturer I could

Market profile—Somali Republic

Area: 246,000 square miles, slightly smaller than Texas.

Population: Estimated at 2,250,000. Annual growth rate, 1.2%.

Principal cities: Mogadiscio, the capital (150,000); Merca (61,500); Hargeisa (45,000; 30,000 in the migrating season).

Currency: Somali shilling (1 So. Sh. = US$0.14).

Gross national product: Approximately $100 million. Livestock raising and agriculture account for most of GNP. Per capita income, about $40.

Electricity production: About 9 million kilowatt-hours a year.

Principal manufacturing industries: Very limited. Small plants process local products, sugar, meat, and tuna. Many small handicraft industries.

Mining: Present production very limited. Deposits of iron ore; also columbite, titanium, manganese, and gold. Oil exploration thus far unsuccessful.

Foreign trade (1963): Total exports, $31.8 million; total imports, $44.7 million. Principal exports: bananas, 44%; livestock, 40%; hides and skins, 6%; charcoal and wood products, 3%; fish and fish products, 2%. Principal imports; cereals, 11%; textiles, 11%; transportation equipment, 10%; non-electrical machinery, 9%; fruits and vegetables, 6%.

Foreign exchange reserves: $17 million at the end of 1964.

Conditions of trade: Although Somalia is an associate member of the European Common Market, the customs tariff does not discriminate against third countries. Imports admitted under open or specific license. Import license normally carries right to foreign exchange.

not yet feel justified in spending money to promote my product in Somalia, because the potential market is still so small and there is no effective advertising medium.

But I would hope that my trade association might promote a cooperative display of my product at the biennial Somali Trade Fair, or better still, that it might organize an industry-sponsored trade mission to Somalia, Sudan and Ethiopia such as we have just completed.

Industry-sponsored missions can actively sell and take orders—we could not; and they arrive with all the prestige and publicity that our Department of Commerce and our Embassy officials can contribute.

Somalis know their economy is not yet modern. They are determined to do whatever is necessary to learn from U.S. experience and know-how, and to bring similar progress to themselves.

FOR MORE DETAILS . . .

Basic Data on the Economy of the Somali Republic, an Overseas Business Report published by the Bureau of International Commerce earlier this year, contains specific information on the country's economic structure and prospects.

The 13-page report (OBR 65-8) is available for 15 cents from any Commerce Department Field Office or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Growth signs seen in Somalia's industrial sector; Mission sees latent opportunities for U.S.

Current five-year development plan emphasizes agricultural diversification, improvement of basic economic facilities

By OMERO SABATINI

African Division
Bureau of International Commerce

The Somali Republic, or Somalia as the country is frequently called, is in an early stage of economic development, with a pastoral-agricultural subsistence economy. Its gross national product is estimated at $100 million. Per capita income approximates $40 a year.

Bananas and livestock are the mainstays of the economy, accounting respectively for 44 and 40% of export sales. Cotton, sugar cane, sorghum, sesame, and peanuts are raised for domestic consumption.

Signs of growth

Industrial activity is limited to a number of small plants processing local products such as sugar, meat, and tuna. Industry, however, is showing signs of growth, as reflected in the recent expansion of the sugar refinery at Giohar, the successful establishment of a joint Somali-U.S. firm which will soon start processing tuna for export, and the inauguration of the country's first steel mill for manufacture of some 20 tons of steel rods a day. Several additional projects in the industrial sector have been announced or are now being planned. The country's principal industrial potential is believed to be in the processing of animal products.

Mining is of secondary importance to the economy, although a number of minerals are found in the country. Oil exploration by two U.S. firms has failed to produce results. The United Nations is conducting a feasibility study for exploitation of iron ore deposits discovered in the Bur Hacaba region. Sponsors of the study are reported to be optimistic about the economic potential of the deposit.

With foreign financial assistance, Somalia is now implementing its 1963-67 development plan which calls for total expenditures of $196 million, to be used mostly for diversification of agricultural production and improvement of the country's basic economic facilities.

Substantial foreign aid

The Somali Republic has received relatively large amounts of foreign aid (more than $200 million since it gained independence in 1960) from many countries and international organizations including Italy, West Germany, the Soviet Union, Communist China, the United States, the UN and the EEC. U.S. aid was $7 million in fiscal year 1965, $3.4 million in fiscal 1964, and $8.3 million a year before that. The 1965 figure includes about $2 million worth of food supplies authorized for famine emergency relief.

The foreign trade of Somalia is characterized by substantial deficits. Total exports, mostly bananas, live animals and

KEEPING OUT THE SEA, Somali workmen construct a breakwater at the new port of Chisimaio (Kismayu), being built with AID funds to help expand the trading facilities of the Republic's southern region.

Somali meerschaum: tough, plentiful, versatile

By NATHANIEL J. KLEIN

A small but encouraging prospect for development of an industry in the Somali Republic lies in the existence of an apparently large source of meerschaum in the Elbur District. The quality of this quarried clay-like mineral was found—after extensive laboratory examinations—to be in many respects superior to meerschaum from other known sources. It is far tougher than the others.

Somalia's meerschaum is of low density and remarkable porosity. It is heat resistant and its fibrous character makes it extremely tenacious to withstand ordinary jolts and shocks. In addition to its commercial application to the pipe making industry, it lends itself to the production of many small consumer items such as carved figurines, ash trays and book ends.

By far its greatest potential, however, is in its volume use in the chemical, paint, petroleum, sugar refining, salt, pharmaceutical and cosmetic industries, among others. As a petroleum purifier, a solvent recoverer, in removal of pitch from paper stocks, in paint and wax polishes its uses are many. It is a conditioning agent for salt, phosphates and fertilizers as well as an excellent agent useful in the recovery of waste sugar, and in vinegar, gelatine and glycerine purifying. In the pharmaceutical and cosmetic industries as well as in testing and research laboratories, its uses have been well established.

Although the full extent of this resource and its reserves are not yet known, the supply seems to be abundant. With adequate machinery and equipment, it is reasonable to assume that meerschaum could be produced in bulk, commercial quantities by the shipload.

hides and skins, were $31.8 million in 1963 (last year for which complete figures are available) and $26.2 million in the first nine months of 1964. Italy takes about 50% of total exports. Saudi Arabia and Aden are other major customers. Exports to the United States, principally hides and skins, amount to about half a million dollars a year.

Total imports were valued at $44.7 million in 1963 and $40.9 million in the first nine months of 1964. Main import items are textiles, transportation equipment, foodstuffs, and petroleum products. In 1963 Italy and the Soviet Union were the major suppliers, providing 27 and 14% respectively. Purchases from the United States about $2 million a year, consist mostly of machinery and transport equipment, foodstuffs, and manufactured goods.

A modest increase in Somali purchases from the United States may result from institution of AID's Special Letter of Credit (SLC) procedure. Under this program, when AID purchases Somali shillings to finance local costs of AID projects in Somalia, it deposits the dollars in a special account with a U.S. bank. These dollars (about $1 million a year) may be used to finance imports from the United States or to pay for invisibles.

To the extent that the SLC is used to finance procurement in the United States, normal trading channels are generally used—goods being ordered from U.S. suppliers by private Somali importers or by the Somali Government. By and large, products include those which can be competitive in the Somali market—mostly agricultural and construction machinery, manufactured goods, capital equipment, and nonperishable foods. A good potential also is believed to exist for air conditioners, domestic appliances, tobacco products, automotive equipment, radios, and refrigeration equipment.

Some of the adverse factors facing prospective U.S. exporters are the small size of the market and distances, lack of direct shipping from the United States, and existence of established trading channels with Europe. While Somalia does not discriminate in its customs tariff against non-EEC members (Somalia is an associate member of EEC), the close economic association with the six European countries, particularly Italy and West Germany, and the financial assistance which they provide, constitute serious impediments to expansion of Somalia's trade with the U.S.

Foreign investment, mostly Italian, is very limited. The Government is eager to attract foreign capital and has enacted a liberal Investment Law. Somalia has also entered into an Investment Guaranty Agreement with the United States.

Limited investment opportunities are believed to exist in several fields, including a shipping line, tobacco manufacturing, cement, skin processing, shoe manufacturing, and meat packing and canning.

Japan market grows in softwood plywood exports during 1965

January-October figures show rising shipments to EEC area

The U.S. softwood plywood industry has been engaged in a program to expand exports to Europe and Japan. Shipments to the European Common Market rose 87% over 1964 to 4.2 million square feet in the first 10 months of 1965, making it collectively the second largest overseas market for U.S. softwood plywood—equal to 17% of all exports.

Shipments to Japan quadrupled between 1964 and 1965, with a volume of .6 million square feet recorded in the January-October period of 1965. In contrast, a 60% decline occurred in exports to Canada between the 10-month period of 1964 and 1965; Canada was second only to the Bahamas as a foreign market for softwood plywood in 1964.

U.S. exports of softwood plywood during the first 10 months of 1965 totaled 24.7 million square feet (surface measure), 3% over the 24 million square feet shipped in the same period of 1964.

The 1965 exports were valued at $3.1 million, a 7% gain over the 10-month 1964 total.

In recent years, shipments of U.S. plywood have been dispersed to more than 60 countries. During the first 10 months of this year, the principal foreign destination for softwood plywood was the Bahamas with 4.9 million square feet, accounting for one-fifth of total exports.

Mexico followed with 2.3 million square feet (10%); Germany had 1.8 million feet (7%); Canada, 1.7 million feet (7%); and Denmark, 1.6 million feet (6%). Five other destinations each received between 1 and 1.5 million square feet in the January-October period: United Kingdom, Pakistan, Belgium/Luxembourg, Saudi Arabia and Ireland.

PIGGYBACK FOR GROWNUPS

Secretary of Commerce John T. Connor says "piggyback exporting" may lead thousands of U.S. manufacturers to new markets abroad. By mutual agreement, a firm with an established foreign distribution system takes on and distributes goods of a firm with no outlets overseas. Commerce will help find "carriers" and "riders."

MANILA AND BEIRUT SAMPLE DISPLAYS attract businessmen to study small home generators and freezers. The program of 30-day exhibits is a year old.

Samples do full-size job

Beirut, Manila, Nairobi and Bangkok are sites for 30-day small display service

By JUNE PANCIERA
Staff Writer

Teenagers in Lebanese discotheques are twisting to American stereophonic sound. Painters in Nairobi are painting the town with house paints made in the U.S.A. Bookkeepers in the Philippines are recording credits with American ballpoint pens.

These diverse pursuits all have one thing in common—they were sparked by displays in the U.S. Department of Commerce Sample Display Centers overseas. And the Sample Display Center program, soon to mark its first anniversary, emerges as one of the important small tools in the U.S. export expansion drive.

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary of Commerce John T. Connor said.

"The program got its start less than a year ago, but already it has proved our theory that one sample is worth a whole catalog of words. Exhibitors on the lookout for overseas agents or distributors are batting .320 in the Sample Display Center league."

Of the 245 firms which have exhibited, 166 have followed up with negotiations for overseas agents or distributors and reported results. About a third reported success, and others are still negotiating. All but one are new to the marketing area. The most recent 79 exhibitors have not yet reported.

Sample Display Centers, administered by the Department's Bureau of International Commerce, are located in the American Embassies in Beirut, Lebanon, and Manila, the Philippines, and in a downtown office building in Nairobi, Kenya. Sample display service also is available at the U.S. Trade Center in Bangkok, Thailand.

Sample Display Centers are supervised by Commercial Officers in the Embassies in the host countries. U.S. products and descriptive literature are displayed without charge for 30 days.

The exhibitor pays only freight and incidentals—packing, insurance and documentation fees—from his plant to port of entry.

The highest rate of success so far has come out of Beirut, where the first Center opened in January. Nine of 13 exhibitors reporting results got overseas representation. (The manufacturer of stereophonic devices has been receiving orders on a regular basis from the distributor he appointed as a result of his display.)

The Manila Center, which opened in February, says 15 of 27 reporting exhibitors have hit paydirt so far. (The U.S. ballpoint pen manufacturer got an agent and a substantial immediate order.)

The Nairobi showroom opened in May. Early reports show 5 agents procured out of 21 exhibitors reporting. (One of these was the paint manufacturer, who already has shipped his first order.)

In Bangkok where sample display service started in January, 24 of 105 reporting firms have successfully concluded negotiations for distributors or agents.

An exhibitor need not send a representative with his exhibit. But in every case where a representative was on the scene, the firm was successful in finding an overseas agent.

One firm, which has exhibited in all four showrooms with a representative in attendance, has obtained agents in all four countries. Another manufacturer, who sent a staff member with his exhibit, wound up with a $15,000 on-the-spot order as well as a distributor.

"We are most gratified by these early results and by the interest shown in the program by the American business community," Secretary Connor said. "A number of firms have asked if we will carry this program into other countries. We plan to explore that possibility."

U.S. manufacturers interested in showing their products in U.S. Sample Display Centers may write to the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or contact any Field Office.

WRECKED AUTOMOBILES at the Proler Steel Corp., Houston, Texas, are about to begin the Proler process. The resulting scrap has all impurities removed and is then ready for shipment to steel mills.

OLD AUTOS NEVER DIE

Fast process rids scrap metal of impurities, offering usable product to mills around world

Houston-based company developing overseas markets while making inroads on 'eyesore' problem created by junkyards

Movie villain Goldfinger squeezed an auto into scrap in a spectacular way to eliminate an enemy. It could have been even more striking had he used an actual process that can reduce an entire automobile to metal shreds in 15 seconds. This patented process can make wayside automobile cemeteries rather than individuals disappear while providing high-grade scrap for steel mills overseas.

President Sam Proler of Proler Steel Corp., together with his three brothers, has designed the plant which they say converts discarded automobiles and other low-grade scrap into an entirely new, high-grade material free from impurities.

The Proler Steel Corp. opened its first patented prolerized-steel plant in Houston in 1958. That plant offered important economies in the production of steel with scrap as a basic raw material.

Following the success of the Houston plant the corporation opened others in Kansas City, Chicago and Los Angeles. Proler's Boston plant is under construction and other installations are planned for New York and Philadelphia in 1966. By the end of 1966 the Prolers plan to have eight to ten plants in operation and negotiations are currently under way in other countries for overseas operations.

The Hugo Neu-Proler Co. is under contract to six Japanese steel firms. Approximately 250,000 automobiles per year are processed in the Los Angeles plant, with all of the finished products going to steel mills in Japan. Scrap going to Japan is carried in a ship owned jointly by Proler Steel and Hugo Neu Corp.

Continuous operation

In one continuous, fully automatic operation, the plant processes old automobiles and other scrap metal into small pieces of high density, eliminates paint, enamel, porcelain and other foreign matter and removes all non-ferrous materials such as brass, copper, aluminum, rubber, wood and glass.

Wrecked auto bodies are hoisted by crane to a specially-made metal conveyor. The cars are then moved through the Proler process. The metal shreds are combined into large pellets about the size of baseballs. After fragmentation, the resulting materials move through additional processes, including heat treatment. Conveyor belts carry the materials to two huge hoppers. Out of one flows steel fragments ready for melting. Refuse comes out of the other.

Practical handling

J. A. Street, manager of scrap purchases for the Sheffield Division of Armco—a major Proler customer—explains the value of the process:

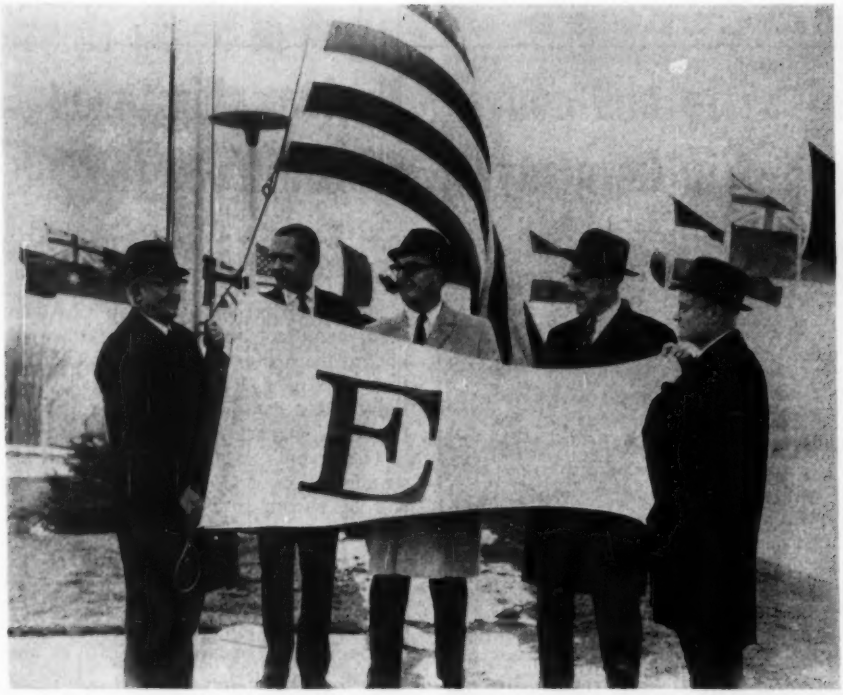
"For the last decade more and more tons of steel have been made from light scrap because of the availability of worn-out cars and other consumer products. For the future, the greatest potential source of scrap is also in light steel. Bundles of such steel, the only practical way of handling the material before now, were far from ideal because of the foreign materials and difficulty in melting. The Proler process makes such steel highly desirable."

What does Sam Proler think about Goldfinger? "It made a good movie but that process is obsolete. We have replaced him."

Coliseum director joins New York regional council

The managing director of one of America's leading international-exhibits places has been named by Secretary of Commerce John T. Connor to the New York Regional Export Expansion Council.

Under the appointment, Howard G. Sloane, managing director of the New York Coliseum, joins other regionai executives who are aiding the national export expansion program by participating on the council. Sloane has served in his Coliseum post for the past decade.



"E" FOR EXPORT of new type of leather was awarded to Wolverine Shoe & Tanning Corp., Rockford, Michigan. A. K. Krause (left), firm president, accepts flag from Field Service Director Roy Morgan. The company has licensees in 18 lands for its "Hush Puppies" of brushed pigskin, and has increased its exports 400% in two years. Some 6 million pairs of "Hush Puppies" were sold globally in 1965.

Exporters reminded to report queries asking boycott support

All requests received after Oct. 6 are affected; Commerce's Export Control office has report forms

U.S. exporters are reminded that they are required to report any request for any information or other action which has the effect of furthering or supporting a boycott or restrictive trade practice by any foreign country against any other foreign countries friendly to the United States.

Requests illustrative of those that are to be reported include:

A query of the U.S. exporter or any subsidiary or affiliate whether it has or intends to have any stockholders, owners, employees or officers who are either nationals of a boycotted country, or members of a religious organization or of a race, creed, or color generally associated with a boycotted country.

A query of the U.S. exporter or any subsidiary or affiliate whether it has or intends to have any business relationship with a boycotted country or a national of a boycotted country.

A query of the U.S. exporter or any subsidiary or affiliate whether it intends to do any business with any firm which has a business relationship with a boycotted country or a national of a boycotted country.

A query of the U.S. exporter or any subsidiary or affiliate whether it has any investments or any commercial or legal representation in a boycotted country or in a business firm located in or doing business in a boycotted country.

This reporting requirement is set forth in Part 369 of the Comprehensive Export Schedule. It has been established to carry out U.S. policy, promulgated by Congress last June 30 in Public Law 89-63, of opposing restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States. (INTERNATIONAL COMMERCE, Oct. 4, 1965.)

Reports should be made on Form IA-1014, which may be obtained from any Department of Commerce Field Office or from the Office of Export Control, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. These offices may also be consulted for information concerning the reporting requirement, which affects any requests received after Oct. 6.

Announcing the report requirement earlier this year, Secretary of Commerce John T. Connor had stated: "All U.S. exporters of articles, materials, supplies or information are encouraged and requested to refuse to take, but are not legally prohibited from taking, any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts."

Goldy resigns as export coordinator

The resignation of Daniel L. Goldy as National Export Expansion Coordinator has been announced by Secretary of Commerce John T. Connor. The resignation becomes effective at the end of the year. Mr. Goldy is returning to private business.

GOLDY

"The President accepted Mr. Goldy's resignation with regret," Connor said, "and then on my recommendation appointed me to that job as an additional duty but with no extra pay.

"The reasoning is that this export program is so tied in with other aspects of our balance of payments activities for which I am directly responsible, that it makes sense to have this responsibility all pulled together."

Prior to his appointment as export expansion coordinator, Goldy headed the Commerce Department's Business and Defense Services Administration. As export coordinator he worked to develop Administration and individual agency policies, designed to help U.S. companies sell more abroad.

Machines that lift, load, store and convey industrial materials needed in Germany

Frankfurt Trade Center to stage special export promotion show in February; prospects for non-conventional products promising

U.S. makers of machines that can lift, load, store and convey industrial materials quickly and economically have been invited to show and sell next February in West Germany—a market which needs what they have to offer.

To help boost sales of U.S. materials-handling equipment, the Bureau of International Commerce will stage a special export promotion show at the Trade Center in Frankfurt, Feb. 2-9.

BIC's German market survey points up the importance of advanced equipment to keep pace with the country's rapid industrial growth. Labor is in short supply and there is a trend toward unified systems to assist in receiving, warehousing, production, quality control, packing, dispatching and scrap disposal.

Promising prospects

The most promising sales prospects for U.S. manufacturers are in non-conventional materials handling equipment, including conveying systems for automated warehouses; narrow-aisle trucks and short-run forklifts; fluid control devices; boxcar and truck loaders; forklifts for newsprint and logs, and order-pickers, reach-trucks and similar lifts with long-reach, horizontal loading capabilities.

Also, magnetic conveyors; programmed parcel-sorters; weighing machines; vacuum-lift systems; mechanical, electrical, electronic or high frequency remote-control systems; crate-moving devices; balloons for lifting and loading in remote sites; computers and punchcard systems, and stackers and retrievers.

Agents appointed

A similar show held at the Stockholm Technical Trade Fair in October attracted buyers from all of the Scandinavian countries. Preliminary tallies of that show indicated the 30 U.S. exhibitors made off-the-floor sales of $29,865. Sales within 12 months of the show's closing are expected to exceed $2 million. Four overseas agents were appointed and one licensing agreement was concluded.

The Frankfurt Trade Center show is expected to attract buyers, agents and distributors from all over Western Europe.

Write: Bureau of International Commerce (code 8193), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-4713), or any of the Department's Field Offices.

Additional information about trade fairs and trade center shows, unless indicated otherwise, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

U.S. participants sought for trade fair in Sydney

An International Spring Trade Fair will be held at the Royal Agricultural Society's showground in Sydney, Australia, next Oct. 31-Nov. 4.

The fair will concentrate on aspects of the manufacturing side of men's, women's and children's outerwear, underwear, sportswear, rainwear, shoes and accessories. Comprehensive exhibits of manufacturing machinery, equipment, fabrics and accessories are planned.

Write: Industrial Public Relations Service of Australia Pty., Ltd., Box 4180, G.P.O., Sydney, Australia.

PREPARING DIRECTORY

U.S. manufacturers of measurement, testing and control instruments now have an opportunity to be listed in a German directory being prepared by Ullstein GmbH, 1000 Berlin, 42 Tempelhof Mariendorfer Damm 1/3. The book, which appears every two years, describes much European equipment in detail but up to now has not carried any information on American products. The U.S. Embassy in Bonn urges American firms to be listed, especially those which participated in the U.S. exhibit at the Interkama fair.

Nuclear ship takes mobile trade fair on European trip

An exhibit of products from 39 American manufacturers arrived last week aboard the nuclear ship *Savannah* for the first stop of a 15-month Mobile Trade Fair tour organized in cooperation with the U.S. Department of Commerce.

The exhibit, featuring industrial instrumentation and control equipment, will be shown in 30 cities in Western Europe, the Mediterranean and the Far East. It is the fourth exhibit launched by Mobile Trade Fairs, Inc., and supported by the Department's Bureau of International Commerce.

The exhibit opened Dec. 16 at the Palacio Metalurgica Serferia Muestras in Barcelona and will be there until Dec. 22; at the Palacio Exposiciones Camara Comercio, in Madrid, Jan. 3-9, and at the Palacio Serferia Muestras in Bilbao, Jan. 13-20. Dates of the other 27 stops have not been set.

The Mobile Trade Fair program is designed to open new markets abroad for American products. Under the program, BIC encourages and promotes the development and use of Mobile Trade Fairs when U.S. manufacturers ship their goods aboard U.S. flag vessels or aircraft for display in overseas ports and other commercial centers abroad.

Mobile Trade Fairs, Inc., is a non-profit corporation operated by American Export-Isbrandtsen Lines, Grace Lines and Farrell Lines. Products are sent abroad in specially designed containers ready for exhibiting.

British Trade Center to open in New York

British firms are being invited to apply for exhibition space in the new U.K. trade center scheduled to open next June in New York. Main objective of the center, which will be located in the Rockefeller Center, is to increase the volume of British exports to the United States. Products to be exhibited include consumer goods and durables already on sale in the U.S. and technical equipment such as engineering products, factory equipment, building products and electronic equipment.

Iraqis stand in line for hours to see American products

Crowds were heavy and stood in line for hours each day waiting for the U.S. pavilion at the Nov. 1-28 Baghdad fair to open.

A total of 520,209 visitors filed through the doors at the month-long show. Orders booked at the fair and future sales were not known as of last week.

The half-million visitors saw a variety of American equipment, including:

A cigarette-making and packing and wrapping machine. This machine made cigarettes on the spot, using a blend of Iraqi and American tobacco.

An offset newspaper press, which printed newspapers for distribution to the visitors.

Also, road-building equipment, a coin-operated laundry and dry cleaning equipment; plastic molding vacuum-forming machines; appliances, major and small; circular knitting machines which made sweatshirts, and sewing machines which turned out nylons; and agricultural spraying equipment.

HOUSEHOLD APPLIANCES of West Bend (above) and a cigarette-manufacturing machine displayed by AMF (below) were among fair highlights that attracted thousands of fairgoers and businessmen.

'COMPETITIVE COOPERATION' is the motto of Ted Miller (right), president of Akron Presform Mold after selling a plastic molding machine of the competitive Comet Industry to Naji J. Faqruddin (next to him). However, Miller did have a few good words for his own product since he took orders for two of his machines. Others are Frank Ursino (left), exhibit manager, and Dabeir Ali and Mumtaz Hussain (to his left).

South Africa schedules first full-scale fishing exhibit

South Africa's first full-scale exhibition of fishing and fish-processing equipment will be held at the Goodwood Showgrounds (near Cape Town) in October 1966. The exhibition will be sponsored jointly by the Division of Sea Fisheries and all the industry's trade and technical associations.

The latest developments in equipment for both fishing and fish-processing will be on view. The organizers say echo-sounding and electronic equipment for locating fish shoals will probably figure prominently.

The exhibition is timed to take place in the closed fishing season so fishermen will be free to attend. The exhibition is being organized by a new South African company specializing in exhibition organizing. The firm, a subsidiary of a world-wide newspaper and publishing group, intends to send invitations to "thousands of fishermen" in South Africa, South West Africa, Angola, Mozambique, and other fishing centers.

Write: South African Exhibition Organizers (Pty.), Ltd., P.O. Box 667, Cape Town, South Africa.

Rising trade figures reflect Paraguay's economic upsurge

U.S. import total running 38% ahead of 1964 performance; bids to be sought on rebuilding 66-mile highway to Brazil

Paraguay continued its brisk economic pace during the third quarter, and the upswing's benefits were reflected in practically every sector of the economy.

Paraguayan exports for the third quarter amounted to $17.1 million, putting the nine-month total of $41.7 million 14% above the same period of 1964. Processed meat remained the strongest item, and exports of sawn lumber and logs were running ahead of last year. Argentina maintained its position as Paraguay's principal export market.

Imports also continued to rise. Total registered imports of $31.5 million for the first nine months were 32% higher than the same period last year. While the favorable river level during the quarter was obviously a factor, it is clear that Paraguay is importing more heavily than in the past. The biggest import increases were in transportation equipment and accessories, and machinery and motors.

The U.S. share of the market for the first nine months was $7.6 million, 38% higher than for the same period in 1964. Germany and Argentina were the second and third largest suppliers.

The National Development Bank began disbursing an AID credit of about $3 million to farmers. A good part of this credit is in dollars and will be used to purchase agricultural implements and fertilizers. The Government of Paraguay recently issued a decree freeing a wide variety of products imported under these loans from import duties and taxes.

Early in 1966, bids will be solicited from engineering consulting firms and from contractors for the planned project of reconstructing and improving a 66-mile section of the road to Brazil.

Paraguay is seeking a World Bank loan to expand and modernize the Port of Asuncion. The project includes adding several hundred yards of wharf frontage, storehouses, a grain silo, and comestible oil tanks to existing facilities.

Agricultural production has been favorable during 1965, although marketing was a problem for some crops, chiefly sugar, tobacco, and tung. The cotton crop was the best since 1952, reaching a volume of 41,800 metric tons. Coffee was doing well, with an estimated crop of over 60,000 bags. Production increases also were recorded in the castor bean and wheat crops.

Meat packers had a good season. This year's slaughter of 220,000 head was 24% greater than last year. Exports of frozen meat have picked up.

The textile industry continued to prosper. The major firms plan to increase the number of spindles by about 50% next year.

The lumber industry made a favorable showing again during the third quarter. Exports of logs and sawn lumber during the first nine months were almost equal to the totals for all of 1964.

Gross holdings of convertible foreign exchange stood at over $6.6 million at the end of the third quarter, 93.4% above the level of a year ago. Net international reserves had passed $10.7 million, 80.7% above last year.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

INTERPRETERS SMOOTH THE WAY

Language is no barrier to U.S. firms selling at Department of Commerce overseas trade fairs. Interpreters who speak several languages help U.S. firms obtain foreign buyers and agents.

Surveys begun on Canada's 'railway to resources'; completion due next year

Aerial and ground surveys for the initial stage of the proposed Canadian National Railways-Alberta Government line into the Smoky River coal and gypsum area have begun. Construction is expected to start this winter and the line is scheduled to be in operation next year.

Called the "railway to resources," the line will run from Edson, west of Edmonton, to Grande Prairie in the Peace River district, eventually connecting with the Pine Point railway and rail lines to the west coast.

Total cost of the 200-mile, government-owned railway is estimated at C$40 million, with the initial 90-mile section costing C$17 million. Construction costs will be financed by the Alberta Resources Railway Corp., a newly-established Crown company.

The high quality of Smoky River coking coal reportedly interests Japanese concerns which have been purchasing increasing amounts of Alberta coal in recent years.

The Canadian Government assists Alberta coal producers through the payment of a subsidy—referred to as a subvention—of up to C$2.73 per ton on coal exported to Japan. At present this subvention assistance is limited to 800,000 tons a year.

Spain removes restrictions on dividend repatriation

The Spanish Government has removed the remaining restrictions on the repatriation of income earned prior to July 28, 1959, from investments made prior to that date.

An earlier order had allowed the repatriation of up to 25% of such income. The present order allows the transfer of the remaining 75%.

While the value of the blocked peseta accounts freed for repatriation by this order is not believed to be great, the order has the effect of removing the discrimination against U.S. and Canadian investors, as investors of the major European countries have been allowed full repatriation since 1961.

So far there has been no indication that the Government intends to abolish the restrictions on the repatriation of investments made by any country prior to July 1959.

Ethiopian, Somali, Sudanese businessmen send U.S. Mission home with 39 investment offers

Members of the recent Trade Mission to Ethiopia, Somalia and the Sudan report a keen interest in those countries in enlisting U.S. capital, technical know-how, machinery and equipment for joint projects.

A number of diverse investment offers are shown below, including an Ethiopian proposal for a joint venture in an instant coffee plant, a Somalian request for collaboration in construction of a resort hotel, and a Sudanese proposal to manufacture light gauge steel pipe.

These opportunities indicate the need for economic development by private enterprise of these developing nations.

Firms or individual businessmen interested in following up one or more of the proposals are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce.

ETHIOPIA

0119 Coffee plantations

A firm of coffee plantation operators in Jimma, Southern Ethiopia, requests a joint venture with a U.S. firm to expand and diversify production. The firm has 400 acres available and contemplates growing mangoes, pineapples, citrus, cacao and spices. An eventual canning operation is planned. Up to 80% of the venture is available to a U.S. investor.

Write: Tesfaye Gedamu & Co., Ltd., P.O. box 3522, Addis Ababa, Ethiopia. IR 27. WTD.

0139 Cattle raising

With 350 acres planted in coffee and 250 acres in corn the Ethiopian owner of 1600 acres proposes a cattle raising joint venture on the balance of the land. He is willing to grant up to 60% of the venture to a U.S. investor. About 120 head of cattle are currently being grazed.

Write: Ato Getahun Birke, P.O. box 262, Addis Ababa, Ethiopia. IR 21. WTD.

A cattle breeding concern established in 1955 and reported to have 150 employees would like to negotiate a joint venture with an experienced U.S. firm of cattle raisers. The Ethiopian firm is reported to have land available but needs trucks and drilling equipment for water wells. Cattle are grass-fattened.

Write: Aristides Parris, P.O. box 1356, Addis Ababa, Ethiopia. IR 17. WTD.

0811 Timber tracts

Exporter of lumber seeks a joint venture with U.S. company interested in operating a 5,000 acre tract of tropical timber. It is reported that there is a 10-mile dry weather road from the tract to a good road to Addis Ababa, approximately 210 miles away. The trees available include teed, zigba, shola and tikur-inchet.

Write: Abinet Agriculture Co., S.A., P.O. box 3087, Addis Ababa, Ethiopia. IR 49. WTD.

1511 General building contractors

An Addis Ababa businessman, owning approximately 40,000 square feet of land in center of city, seeks a joint venture to build an office building, movie house or shops with apartments above. About $400,000 is needed from the U.S. partner.

Write: J. G. Shah, P.O. box 1884, Addis Ababa, Ethiopia. IR 44. WTD.

An exporter is interested in joint venture to construct a modern 90-room hotel in Asmara on land which he owns. The exporter claims property is in choice location and also states that he has a complete set of architects plans for the type of hotel desired.

Write: Alfredo Varoli, P.O. box 390, Asmara, Ethiopia. IR 9X. WTD.

2042 Prepared feeds
2043 Coffee substitute

An Asmara firm, established in 1912, which processes palm dum nuts for flour, fodder and caffeineless coffee seeks a joint venture with U.S. company interested in acquiring a one-third equity and assuming management of the enterprise. Firm regularly employs 300 people increasing to 2000 for seasonal activities.

Write: Azienda DeRossi Share Co., Via Nokra 42, Asmara, Ethiopia. IR 7X. WTD.

2096 Margarine

A joint venture to manufacture margarine is sought by an Asmara businessman.

Write: Dr. John N. Politaridis, P.O. box 734, Asmara, Ethiopia. IR 2Xb. WTD.

2099 Honey

A joint venture is sought by Asmara businessman producing and marketing honey for local sale. Present production is approximately 220,000 pounds annually. Plans on exporting.

Write: Pietro Milani, Ras Maconnen No. 56, Asmara, Ethiopia. IR 15X. WTD.

A firm of coffee growers, established in 1961 and reported to currently have 210 employees, is interested in a joint venture with an experienced U.S. coffee processor to set up an instant coffee facility in Addis Ababa.

FROM OUT OF THE PAST Ethiopian herdsmen lead their cattle along newly-laid roads in the highlands.

MODERN AGRICULTURAL equipment is in demand in African countries revitalizing their farming methods.

Write: Girma W. Giorgis, P.O. box 1405, Addis Ababa, Ethiopia. IR 30. WTD.

2211 Blankets

An established Asmara firm seeks a joint venture to manufacture blankets using reprocessed materials.

Write: Kossumela Bros. Co., P.O. box 1014, Asmara, Ethiopia. IR 4X. WTD.

2299 Jute bags

An Addis Ababa wholesaler of raw fibers requests a joint venture with an experienced U.S. manufacturer to set up a plant to manufacture jute bags. Planned production is 1.5 million bags a year. Estimated cost of the project is approximately $690,000, of which the U.S. partner would be asked to contribute up to 49%. The Addis Ababa firm was established in 1935 and is reported to currently have 187 employees.

Write: Andarge Wolde Giorgis, P.O. box 1295, Addis Ababa, Ethiopia. IR 20. WTD.

2310 Men's women's outerclothing

An Addis Ababa firm of commission agents established in 1964 is interested in a joint venture with an experienced U.S. clothing manufacturer to set up a plant for making men's and women's clothing. The U.S. firm is asked to supply machinery and equipment, technical know-how and financing.

Write: Gebreyes Begna, Addis Ababa, Ethiopia. IR 8b. WTD.

2433 Prefabricated plywood housing

A license or joint venture arrangement with an experienced U.S. manufacturer of prefabricated plywood housing is sought by a new firm in Addis Ababa which makes plywood and veneer. Production of light structures for housing, chicken raising and light industry is contemplated.

Write: Kaffa & Illubabor Wood Industry S.C., P.O. box 1405, Addis Ababa, Ethiopia. IR 39. WTD.

A plywood and veneer manufacturer is interested in discussing a joint venture arrangement with a U.S. firm experienced in the industry to construct prefabricated plywood houses.

Write: S. P. Giorgis, P.O. box 1405, Addis Ababa, Ethiopia. IR 10. WTD.

2844 Perfume base

A U.S.-educated Ethiopian entrepreneur proposes a joint venture on a 50-50 basis to produce and export civit for perfume. This would be a new venture capitalized at around $100,000. Plans call for production of civet by Ethiopian personnel for export. Sought from a U.S. partner in the enterprise is required machinery plus managerial and technical know-how. Actual manufacture of perfume in Ethiopia is contemplated at a later stage.

Write: Saleh A. Kebire, P.O. box 3522, Addis Ababa, Ethiopia. IR 28. WTD.

2851 Paints

A manufacturer of plastics, soaps, kapok, ropes and bags seeks joint venture with experienced firm to set up paint manufacturing plant. U.S. participant would supply technical know-how plus approximately $300,000 to match investment of local firm.

Write: TAIDAL (Tigrai Agricultural and Industrial Development Ltd.), Makale-Tigre (Province) Ethiopia. IR 8x. WTD.

Established in 1964, an Addis Ababa firm of commission agents dealing principally in paints and varnishes proposes a joint venture with a U.S. firm experienced in the industry to establish a paint manufacturing facility. Sought of the U.S. partner is some capital, machinery and equipment and technical know-how.

Write: Gebreyes Begna, Addis Ababa, Ethiopia. IR 8a. WTD.

3641 Lamps

An Asmara importer-exporter is interested in joint venture to set up small plant to make light bulbs.

Write: Dr. John N. Politaridis, P.O. box 734, Asmara, Ethiopia. IR 2Xa. WTD.

3999 Handicrafts

An Asmara manufacturer of handicrafts seeks a U.S. partner. Firm established in 1950 now has 10 employees.

Write: Ruggero Ravasini Africraft, Ave. Haile Selassie 34, P.O. box 572, Asmara, Ethiopia. IR 13X. WTD.

7534 Tire recapping

A joint venture is sought by an Addis Ababa tire recapping firm and maker of rubber shoe soles. The firm was established in 1945 and requests tire recapping equipment as the U.S. firm's contribution to the enterprise.

Write: Ethiopian Tire Economy Plant, P.O. box 1807, Addis Ababa, Ethiopia. IR 41. WTD.

SOMALI

0132 Dairy farm

A small dairy farmer seeks a joint venture to expand operations and asks $100,000 from U.S. partner for 90% equity.

Write: Kaciny Dairy Farm, P.O. box 690, Mogadiscio, Somali Republic. IR 11M. WTD.

2086 Soft drink bottling
3111 Leather tanning

A joint venture is sought by the managers of a firm currently operating a leather tannery and a soda water bottling plant. The two managers plan to buy out the elderly owner, who is anxious to retire, will expand operations considerably. A 40% interest in the enterprise is offered to a U.S. investor for approximately $140,000. This will be used principally to purchase additional machinery and provide working capital.

Write: Somali Craftsmanship Union, P.O. box 450, Mogadiscio, Somali Republic. IR 3M. WTD.

2092 Edible oil

A Mogadiscio importer proposes a joint venture to set up edible oil mill with a daily capacity of approximately 10 tons. Raw materials to be of Somali origin.

Write: Ali Abdullahi Ibrahim & Co., P.O. box 228, Mogadiscio, Somali Republic. IR 7M. WTD.

A Mogadiscio export-import firm whose principal product is edible oils seeks a joint venture to set up edible oil crushing plant with 20-ton daily capacity. U.S. partner to have 90% control.

Write: Haji Mussa Boghor and Co., Ltd., P.O. box 166, Mogadiscio, Somali Republic. IR 8M. WTD.

2433 Prefabricated wooden housing
3251 Brick making
3315 Steel wire nails

A Mogadiscio firm, organized in 1960 and currently employing 45, wants a joint venture to expand production and facilities. It states its present facilities, including land,

buildings and machinery are valued between $1 and $1.5 million. Sought of a U.S. investor is financial participation of approximately the same amount.

Write: Hagi Geilani Mohidin & Co., P.O. box 420, Mogadiscio, Somali Republic. IR 4M. WTD.

2511 Furniture

A joint venture is sought by a furniture manufacturer to expand operations and markets. The U.S. partner is asked to provide some furniture making machinery and technical know-how.

Write: ARMES, P.O. box 260, Mogadiscio, Somali Republic. IR 20M. WTD.

3999 Handicrafts

A manufacturer of ivory and wood handicrafts seeks a joint venture with a U.S. firm for the purpose of acquiring about $15,000 worth of machinery to be used only to rough cut ivory and wood with all the final carving and polishing to be done by hand.

Write: P.A.L.A.S., P.O. box 260, Mogadiscio, Somali Republic. IR 17M. WTD.

A cooperative group of handicraft workers seeks a joint venture with U.S. concern to market ivory, silver, gold and leather products in U.S. and other export markets.

Write: Unione Cooperativo Artigianato Della Somalia, P.O. box 453, Mogadiscio, Somali Republic. IR 5M. WTD.

7032 Resort hotel, camps

A joint venture to enter the resort hotel business is sought by a Mogadiscio business concern which owns over one-half square mile of property. The purpose would be to attract sportsmen to participate in the hunting and fishing in this area. Approximately $1,000,000 needed to build a resort hotel of 110 rooms plus 25 to 30 cabins.

Write: Lido Restaurant and Bar, P.O. box 453, Mogadiscio, Somali Republic. IR 6M. WTD.

7311 Advertising agency

A joint venture to establish advertising agency sought by Somali businessman offering a marketing service.

Write: Studio Commerciale "Express," P.O. box 183, Mogadiscio, Somali Republic. IR 12M. WTD.

SUDAN

2011 Hide curing

A joint venture to establish hide pickling facility is sought by a Khartoum engineering firm. Approximately $150,000 is requested from the U.S. collaborator.

Write: Monawir Engineering Works, P.O. box 2125, Khartoum, Sudan. IR 27K (B). WTD.

2031 Fish meal

2036 Fresh frozen fish

Red Sea fisheries firm seeks joint venture to enter the fresh-frozen fish business and also expand its fish meal production. Firm established in 1962 now has 50 employees.

Write: Red Sea Fisheries Co., Sudan, Ltd., P.O. box 1031, Khartoum, Sudan. IR 17K. WTD.

2041 Flour mill

A commercial association of bakeries is interested in a joint venture to establish a 50-ton a day flour mill. According to association, a ready market exists among bread bakeries for full production of the mill. If the U.S. partner is interested he may enter joint venture in bakery business also.

Write: Commercial Bakeries Assn., P.O. box 1741, Khartoum, Sudan. IR 12K. WTD.

2254 Knitting mill

A manufacturer of knitted underwear, outerwear, socks and stockings seeks joint venture with U.S. firm. Approximately $70,000 needed from U.S. partner for a 50% interest. The Khartoum firm was founded in 1962 and now has 150 employees.

Write: Kalpakian Knitwear Factory, Ltd., P.O. box 1217, Khartoum, Sudan. IR 9K. WTD.

3079 Plastic products

A Khartoum importer is interested in joint venture with U.S. firm to manufacture plastic products, particularly in the building material line. The U.S. partner would acquire up to 50% interest.

Write: Khalafalla Co., Ltd., P.O. box 375, Khartoum, Sudan. IR 10K. WTD.

3272 Pre-fab housing

Khartoum firm interested in joint venture to establish a low cost pre-fab housing operation.

Write: Sudanese Installment Building Co., Ltd., P.O. box 103, Khartoum, Sudan. IR 13K. WTD.

3312 Steel pipe

A joint venture to manufacture light gauge steel pipes sought by engineering firm. Approximately $150,000 expected of the U.S. collaborator.

Write: Monawir Engineering Works, P.O. box 2125, Khartoum, Sudan. IR 27K (a). WTD.

8999 Travel, safari agency

The owner of a 120-employee travel and safari agency seeks joint venture with U.S. firm to expand its safari business. More equipment and lodges are needed to handle a greater volume of activity. U.S. partner asked to invest $275,000 for a 49% interest.

Write: Sudan Safari Tours, P.O. box 769, Khartoum, Sudan. IR 4K. WTD.

PHARMACEUTICALS

Licenses sought for production of pharmaceuticals for human uses.

Write: Hermann Josef Essers, Chem.-Pharm Praeparate, 10 Stockkampstr. 4 Duesseldorf, Germany. WTD.

ELECTRONIC SUPPLIES

A medium-size firm which acts as a sales agent of raw materials, machinery and supplies for the electronics industry and also provides technical assistance wishes to obtain manufacturing licenses for oscillator and filter crystals, crystal filters and delay lines.

Write: S. P. E. Studio Tecnico Prodotti Elettronici S.R.L., 3 Via G. Fattori, Scandicci, Florence, Italy. WTD.

Italian, Dutch firms seek U.S. licensees

An Italian manufacturer of special type plastic containers for storing small articles seeks U.S. licensees and a Dutch firm offers a license for the production of its cleaning machine for bottle filling machine valves.

For additional information on these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned the opportunities described below.

The Italian firm seeks a U.S. licensee to produce its special type of interlocking plastic containers. The containers are available in several different sizes and may be assembled together in a horizontal and/or vertical manner. Devised for the storage of small items, the patented containers have a transparent drawer which can be subdivided into compartments and which is equipped with a handle. The handle is designed to allow a paper label to be inserted to describe the contents of each drawer. The rear of each container has several holes for fastening the containers to a wall. **File 1366.**

From Netherlands comes the opportunity for production of a cleaning machine for bottle filling machine valves. The manufacturer, who specializes in equipment for the dairy industry, claims his machinery eliminates damage to valves; affords economical operation by application of detachable valve sockets; principal guarantees thorough cleaning of valves, rubber rings and other small parts through new cleaning principal and is suitable for every kind of filling machine valve. The cleaning process which is completed within 45 minutes is broken down as follows: pre-rinsing, five minutes; steam cleaning 20-30 minutes; and final rinsing, 5-10 minutes. **File 1367.**

LICENSES SOUGHT

A small firm manufacturing television antennas, and accessories for the installation of television sets, transistorized amplifiers seeks licenses to produce professional antennas, high frequency transistorized amplifiers for professional use, and electronic components (miniaturized capacitors, resistors and inductances, MOS and tantalum integrated).

Write: TEKO di Montanari Eugenio, 284 Via Emilia Levante, S. Lazzaro di Savena (Bologna), Italy. WTD.

Foreign Government Actions

India, Pakistan drop contraband controls

Lists imposed last September during border hostilities

India and Pakistan have dropped contraband controls they first imposed during their border conflict last September.

Both governments took the action within a week's time, with India cancelling its entire control list on Dec. 3, followed by Pakistan on Dec. 6.

Pakistan's list previously was reduced to the single category of arms-ammunition-explosives, components thereof, and radioactive materials.

The contraband measures had been put into effect last Sept. 11 by Pakistan and Sept. 14 by India.

During the hostilities between the two countries, India allowed in its ports ships of friendly third countries that were calling at Pakistani ports provided these ships did not unload armaments in Pakistan, did not have Indian crews, and provided that Pakistan had not seized from these ships non-contraband cargoes destined for India.

Pakistan had forbidden any cargo for India to be loaded at its ports, but in general did not detain neutral shipping bound for Indian ports.

Cargoes seized

Both governments have seized cargoes of U.S. and other foreign origin. Efforts to obtain the earliest possible release of these shipments and to restore normal shipping to the two countries are presently under way.

Circular letters were issued by the U.S. Maritime Administration to all U.S. flag ships informing them of the contraband measures taken by both governments and of the goods included in the lists.

Sales of mutual funds restricted by Colombia

Foreign mutual funds wishing to do business in Colombia must be established in Colombia according to a recent decree.

In addition, every manager, agent and promotor of mutual funds must register with the Superintendent of Banking in order to operate.

Previously it was possible for agents of mutual funds to sell shares in these funds directly to the Colombian public. However, under the new decree it will be necessary for these funds to be authorized to do business in Colombia in accordance with Decree 2368 of 1960. This decree limits purchases by locally established funds to Colombian securities listed on local stock exchanges.

While the legal implications of the new decree are not clear, it appears that it is still legally possible for Colombians to purchase foreign mutual funds directly from a foreign fund.

For copies of Decrees 2970 and 2368, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Spain introduces import fees on petroleum products

Spain has issued an order which provides that private importers of certain petroleum products included in the Tenth Liberalization List will pay an import fee to CAMPSA, the government petroleum monopoly.

The fees follow: Tariff number (t.n.) 27.14 and 27.16 asphalt and bituminous mixtures of petroleum origin, 20%; t.n. 27.13-A paraffin, 25%; t.n. 27.10 hexane and heptane solvents, 10%.

In addition, asphalt and bituminous mixtures coming from domestic refineries and sold within CAMPSA's jurisdiction will pay CAMPSA a fee of $1.67 per metric ton in lieu of the import fees.

In conjunction with this order, the following specifications were established for hexane and heptane solvents which must be met if these items are to be considered as solvents for the purpose of liberalized importation:

Hexane solvent: normal hexane, min. 50% in volume; hexane isomeres, max. 35% in volume; naphthenic hydrocarbons, max. 20% in volume; aromatic hydrocarbons, max. 3% in volume; other hydrocarbons, max. 4% in volume.

Heptane: normal heptane, min. 35% in volume; isomeres, max. 45% in volume; napththenic hydrocarbons, max. 50% in volume, aromatic hydrocarbons, max 5% in volume; other hydrocarbons, max. 4% in volume.

OFFICIAL BOOST

Under a newly-organized program, the U.S. Department of Commerce will give official support to "America Week" sales of U.S. consumer goods in department stores abroad.

Dutch Parliament approves tax raise

The Second Chamber of the Netherlands Parliament has approved most of the tax increases requested in the Government's Budget for 1966.

Subject to approval by the First Chamber the following measures will go into effect on Jan. 1, 1966:

Alcohol excises will rise to $386 per 100 liter, from the present $329 rate; beer excises will increase to $0.06 per liter, up from $0.05; cigarette and chewing tobacco excises will climb to 44%, from the present 40%; excises on mineral oils will be doubled. This means that excise taxes will be $0.77 per hectoliter for gas oils and paraffin, $0.61 per hectoliter for fuel oils, and $0.39 per hectoliter for other mineral oils.

There will also be a hike in turnover taxes on alcoholic beverages (to 18% from the present 8%), passenger cars and television sets (25% from 18%), motorized bicycles (10% from 5%), radio receivers, trailers, phonographs, and motorboats (18% from 5%) and private aircraft (25% from 5%). As of Jan. 1, 1967, a turnover tax will be introduced on textiles with rates ranging up to 1½%, while a 2½% rate will be applied to shoes. The turnover taxes are applicable to domestically-produced items as well as to imports.

As of Jan. 1, 1966, corporate income tax rates will increase one percentage point for profits less than $27,600 and two points for those above that figure. The capital tax rate will be 0.6% of the net assessed property value, a rise of 0.1 percentage point.

Germany opens quota for canned pears' imports

Germany has opened a quota of unannounced size allowing imports of canned pears in containers with a content of less than 4.5 kg. from a number of countries, including the U.S.

Applications for import licenses may be submitted until the exhaustion of the value limit but not later than Aug. 31, 1966. Licenses will be valid until Aug. 31, 1966. The first day of customs clearance is Jan. 1, 1966.

Philippines to expand its ports and harbors; invites equipment bids

U.S. firms must satisfy Eximbank's requirements

The Philippine Department of Public Works and Communications, Manila, is seeking bids on various materials and equipment to be used for the modernization and expansion of its harbor and port facilities.

This request for equipment (Tender No. Exim 5-56) is open to U.S. firms who satisfy the requirements of the Export-Import Bank of Washington.

The 17 types of equipment are itemized as follows: Two 6,000-lb. capacity fork lift trucks; two 60-ton capacity, fully revolving, diesel driven cranes; materials for the construction of both 2,000 gal. and 20,000 gal. fuel storage tanks; one jackbit grinder with silica carbide wheels; four hand-held pneumatic sinker drills; two 1-hp. bench grinders; two floor mounted drill presses; two 2-ton drophammers with followers; one 2-gun operated car washer for heavy construction equipment; three diesel driven trailer mounted 300-amp welding units; two radio base station sets and six mobile radio communication sets; two four-door automobiles; 7 dump trucks with a 6 cubic yard capacity; three pick-up trucks with 4-wheel drive; two 350 hp. diesel tugboats; one twin screw, diesel driven (165 hp. ea.) dredge; and one diesel driven "work launcher" with a capacity for 20 passengers.

Sealed bids, c.i.f Manila, will be received either by the Committee on Prequalification, Bidding and Award at the Office of the Secretary of Public Works and Communications, Manila until 10 a.m. (Manila time) Dec. 27, or by the Foreign Loan Unit of said Department at the Philippine Embassy, 1617 Massachusetts Ave., NW., Washington, D.C. 20036, until 10 a.m. (Eastern Zone standard time), Dec. 27.

Only one bid should be submitted by either the U.S. supplier or his Philippine representative, either in Washington, D.C. or in Manila.

Bids submitted by both parties and/or in both places will not be considered.

Bids received in Washington, D.C. will be opened immediately after the deadline for submittal thereof and bids in Manlia at 10 a.m. (Manila time), Dec. 28.

Procurement will be paid out of the credit line extended by the Export-Import Bank for the Manila Harbor Development.

Additional information may be obtained from the Foreign Loan Unit of the Department of Public Works and Communications at the Philippine Embassy, 1617 Massachusetts Ave., NW., Washington, D.C. 20036.

A copy of the specifications for each type of equipment is available for examination only in Rm. 4320, Transportation Equipment Division, BDSA-6340, Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3296.

Distributors sought for new lighting system

A London manufacturer of a unique emergency lighting system, known as the "Secundalux System," is seeking appropriate distributors.

According to the firm, this unique system is widely installed throughout Britain and in many other countries.

Write: The Emergency Lighting Co., 62 Barnet Way, Mill Hill, London, N.W. 7, England.

Greek tender for sewage pumping station outlines requirements for bidders

Bids for the supply of mechanical and electrical equipment, piping and supplies, and their installation at a sewage pumping station at Paleon Phaleron (near Athens) are invited by the Greek Government, YDREX, SA, 18 Harilaou Trikoupi St., Athens. The estimated value of the project is $135,000.

Bid deadline is Jan. 7, 1966.

Bids will be open to foreign manufacturing and other companies, which must act jointly with a Greek mechanical or electrical engineer graduate of the National Polytechnical University or of another university of equal standing. A foreign firm can participate in the bid through its local representative and the engineer cited above.

To submit a bid directly without the use of a local representative, a foreign firm must accompany its bid proposal by a certificate issued by the Greek Consul in its area certifying to the status of the firm.

Bidding proposal should be valid for three months from the date of the bid. No counter offers will be accepted. Five percent of the value of the offer shall be required as a participation guarantee, and 10% as a performance guarantee.

One copy of the specifications and terms in Greek is available for review by firms located in the United States at the office of the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

20 million booklets of cigarette paper wanted

The Ministry of Commerce, Athens, Greece, has issued Tender No. B/832/65, with a bid deadline of Jan. 8, 1966, for 20 million booklets (or 6,960 reams) of cigarette paper.

Specifications call for each booklet to have 50 leaves of a bright pink color, free from nitre, of a weight of 14-15 grams per sq. m., with ash content not to exceed 1.5%.

Copies of the tender and complete specifications are available on a short-term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

Venezuela invites firms to prequalify for bids on power line construction

The C.V.G. Electrificacion del Caroni C.A. (EDELCA) has published an announcement of prequalification for the construction of approximately 354 miles of electrical transmission line of 400 kv capacity.

EDELCA, part of the Government-owned Guayana Corp., wishes to pre-qualify interested companies, national or foreign, organized within Venezuela or not.

Characteristics of the line are as follows: normal load—400 kv; number of circuits—one; line conductor (per phase)—2 x 1.033 MCM, ACSR; ground—80, 6mm2, galvanized steel; towers—metal, self-supporting; length of line—570 kilometers; route—Guri-Ciudad Bolivar-El Tigre-Santa Teresa.

To be considered for pre-qualification, companies must present to EDELCA, Division de Operacion, Avenida La Estancia No. 10, Piso 13, Ciudad Comercial Tamanaco, Caracas, the following information before Jan. 14, 1966:

Statutes, Commercial Registration or other appropriate document showing juridical existence of the company;

Names of persons authorized to assume obligations on behalf of the firm; (note—foreign companies must present a written commitment to establish themselves in Venezuela should EDELCA require it; consortiums are to indicate which firm will be responsible, and submit for each member company all data herein required of other individual firms);

Balance sheet and inventory for the latest fiscal year;

Full information regarding previous experience in the construction of high tension lines;

Data on personnel, headquarters and operating sites, etc.;

List of equipment owned by the company, or available, as relates to high tension line construction.

Yeast plant construction bids sought by Tunisia

The Societe Nationale d'Investissement, 68 Avenue H. Bourguiba, Tunis, has issued a tender to construct a plant for the production of humid baking yeast made from sugar beet molasses. Initial capacity should be 3½-4 tons per day and 5-6 tons per day at a later date.

Bid deadline is Jan. 31, 1966.

Specifications, in French, are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

India extends bid deadline on rectifying equipment

The Office of the General Manager (Electrical), Central Railways has extended the bid deadline from Dec. 15 to Jan. 15, 1966 on the supply, erection and setting to work of three units of 3.000 kw rectifier sets for the traction substation at Kalyan. (INTERNATIONAL COMMERCE, Nov. 29, p. 38, under SIC No. 362).

U.S. firms can supply equipment to bidders on Ivory Coast's bridges

The Abidjan-Niger Railway has announced a call for bids for furnishing and installing 10 metal bridges. The 10 bridges have lengths varying between 11 and 27 yards with a total length of about 179 yards.

This project is designated as No. 12-21-503 of the Convention 65/F/CI-HV/E, a project financed by the Common Market, the "Fond Europeen de Developpement." Material and work are estimated at $200,000.

It is specified that bid participation is open on equal terms to all physical and legal persons belonging to the Member States and to the African and Malgaches States, as well as to those from countries and overseas territories associated with the European Economic Community.

The bids, in French, must be sent as registered mail to the Directeur de la Regie des Chemins de Fer Abidjan-Niger in Abidjan, N.P. 1394, before Feb. 16, 1966. Bids will be opened the following day.

Bid specifications are obtainable upon payment of $62 and/or further information is available from the Direction de la Regie des Chemins de Fer Abidjan-Niger.

U.S. firms who are interested in selling their equipment to the bidding firms may submit their names to the American Embassy, Abidjan, Republic of Ivory Coast, to be distributed through its newsletter and notices of the Chamber of Commerce.

A visit to the site is planned for interested parties, leaving at 6:30 a.m. from Bouake's station on Jan. 5, 1966.

Power station equipment to be purchased by Japan

Electric Power Development Co., Ltd., a public corporation, 1-1 Marunouchi, Chiyoda-ku, Tokyo, has issued invitation to bid No. Kuzuryu-7 on the delivery of a 58,000 kw vertical type Francis turbine, a 60,000 kva generator, a transformer, metal clad switchgear and a metal enclosed bus. The equipment is to be installed in the Yugami Power Station which is being constructed in the Fukui Perfecture.

Bid deadline is Feb. 10, 1966.

A copy of the specifications is available to firms located in the U.S. from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Bid registrations invited for port construction job

The Ministry of Public Works, Calle Morande 59, 8th Floor, Santiago, Chile, has issued an invitation to bid on the construction of the Port of San Vicente, Talcahuano. Estimated cost of the project is $10 million.

U.S. contractors should report their intention to bid before Dec. 31 to the Agency of the Corporation de Fomento de la Produccion (CORFO) 80 Pine St., New York, N.Y., where copies of specifications, in English, are available.

Similar registrations called for in 1960 are null and void.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce. Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

★★ ETHIOPIA—Trade Mission

U.S. cotton. Ethiopia Amalgamated, Ltd. (wholesaler, importer), P.O. Box 2090, Addis Ababa. WTD 7/24/64. TM 63.

FRANCE—Barley; corn (Plata red and yellow, Cinquantini); wheat. Edmond Nouvelle (importer, wholesaler), 74 Valleiry (Haute-Savoie). WTD 11/26/65.

012 Fruit, tree nut, vegetable farms

SWITZERLAND—Fresh green peppers, strawberries, lemons, grapefruits. Tracomin SA, 2 Avenue de Bellefontaine, 1000 Lausanne. WTD in preparation.

013 Livestock farms

★★ ETHIOPIA—Trade Mission

Improved sheep breeding stock. Filawrary Kebede Ambachew (exporter), P.O. Box 2650, Addis Ababa. WTD 11/8/65. TM 74.

Poultry breeding stock, bovine semen. Giorgis, P.O. Box 1405, Addis Ababa. WTD 11/5/65. TM 28.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

162 Heavy construction

● **PERU**—Construction and financing flat rolling mill ("Planta de Faminacion de Productos Planos") at Chimbote Steel Plant, Department of Ancash for Corporation Peruana del Santa, Sociedad Siderurgica de Chimbote S.A. "Sogesa," Tacna 543, Lima. Bid deadline extended from Jan. 31, 1966 to 10 a.m. Mar. 1, 1966. Specifications available for $280 from above au-

thority. (INTERNATIONAL COMMERCE, Nov. 1, p. 29).

200 Food

★★ ETHIOPIA—Trade Mission

Meat, dried milk; canned fruit, fruit juices, vegetables, fish; syrups. Ethiopia Amalgamated, Ltd. (wholesaler, importer), P.O. Box 2090, Addis Ababa. WTD 7/24/64. TM 65.

★★ SOMALI—Trade Mission

Food products, not canned nor frozen, such as sugar, flour, biscuits, cookies, condiments. Somali Cold Storage Co. (wholesaler, retailer), P.O. Box 874, Corso Primo Luglio, Mogadiscio. WTD 11/21/65. TM 23.

Foodstuffs not canned nor requiring refrigeration, such as sugar, flour, biscuits, cookies, condiments. Jirdeh Hussein & Co. (importer, retailer), P.O. Box 557, Mogadiscio. WTD 11/21/65. TM 21A.

Foodstuffs, not canned nor frozen. Ali Abdullahi Ibrahim & Co. (importer), P.O. Box 228, Mogadiscio. WTD 11/21/65. TM 5.

★★ SUDAN—Trade Mission

Food products. Hovhannessian Agencies (importer, exporter), P.O. Box 690, Khartoum. WTD 11/15/65. TM 54.

Food products. Tadros Trading Company (importer, wholesaler), P.O. Box 97, Omdurman. WTD 11/14/65. TM 41.

Foodstuffs. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 16.

Foodstuffs, all kinds. World-Wide Trading Co. (importer), P.O. Box 936, Khartoum. WTD 11/16/65. TM 6.

201 Meat products

★★ ETHIOPIA—Trade Mission

Canned meats. Ralli Brothers Ltd. (importer), P.O. Box 2169, Addis Ababa. WTD 11/5/65. TM 42.

Canned chicken. A. Cappeli Co. Ltd. (wholesaler, importer), P.O. Box 3270, Addis Ababa. WTD 11/8/65. TM 90.

Fat for making soap. Hatimbhey Gulamalli (manufacturer, wholesaler), P.O. Box 489, Wavel St., Addis Ababa. WTD 11/4/65. TM 18.

FRANCE—Canned meats, smoked meats. Edmond Nouvelle (importer, wholesaler), 74 Valleiry (Haute-Savoie). WTD 11/26/65.

Frozen meats: pork livers, fowl livers, beef tongues, pork hearts, beef hearts. Intercontinentale des Viandes (importer, wholesaler), 29 Rue Jean-Jacques Rousseau, Paris 1er. WTD 8/3/64.

202 Dairy products

FRANCE—Creamery butter, Cheddar cheese. Edmond Nouvelle (importer, wholesaler), 74 Valleiry (Haute-Savoie). WTD 11/26/65.

203 Canning, preserving foods

★★ ETHIOPIA—Trade Mission

Inexpensive canned fruit line. A. Cappeli Co. Ltd. (wholesaler, importer), P.O. Box 3270, Addis Ababa. WTD 11/8/65. TM 89.

GREECE—Canned and preserved foods of all kinds. Importer-wholesaler-sales agent requests competitive quotations. Direct purchase and/or agency. C. Paliouris, 51 Alex. Diakou St., P.O. Box 86, Rhodes Island. WTD 11/29/65.

MOZAMBIQUE—Canned foods, including canned fruits, health and dietary goods for sick or convalescent persons. Direct purchase and agency. Monteiro & Martins, Lda. (general merchant, importer, exporter, commission agent, wholesaler, retailer), P.O. Box 592, Lourenco Marques. WTD in preparation.

★★ SUDAN—Trade Mission

Canned vegetables. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 18.

204 Grain mill products

★★ ETHIOPIA—Trade Mission

Corn starch. Hatimbhey Gulamalli (manufacturer, wholesaler), P.O. Box 489, Wavel St., Addis Ababa. WTD 11/4/65. TM 17.

★★ SOMALI—Trade Mission

Rice 25% broken, 500 tons, 500 tons white corn, 500 tons bread flour, double cotton packed 50 kilos. A. F. Hasham (importer), P.O. Box 45, Mogadiscio. WTD 11/21/65. TM 1.

★★ SUDAN—Trade Mission

Semolina granules, 15 tons monthly; 5 tons corn flour. S. M. Calidakis (importer, manufacturer), P.O. Box 131, Khartoum. WTD 11/18/65. TM 20.

209 Food preparations

FRANCE—Vegetable tallow; fish oils; animal fats. Direct purchase and agency. Ch. Daudruy Van Cauwenberghe & Fils (importer, manufacturer, wholesaler, retailer), 16 Rue des Poilus, Dunkerque, Nord. WTD 11/22/65.

★★ SOMALI—Trade Mission

Soyabean refined oil, 200 tons. Haji Mussa Boghor & Co. Ltd. (importer, exporter), P.O. Box 166, Mogadiscio. WTD 10/6/65. TM 13.

Soya or cottonseed oil, 200 tons. A. F. Hasham (importer), P.O. Box 45, Mogadiscio. WTD 11/21/65. TM 2.

220 Textile mill products

★★ ETHIOPIA—Trade Mission

Clothing materials, cotton, cotton/synthetics, silk, wool. Ato Zeinu Kossumela, Kossumela Brothers Co. (importer, exporter, wholesaler, retailer), P.O. Box 1014, Asmara. WTD 10 23/63. TM 4A.

Textiles. International Import & Export Agency, P.O. Box 2152 Wetherall, Addis Ababa. WTD 11/4/65. TM 23.

Textiles of cotton, manmade fiber and silk, for men's and women's clothing. Direct purchase and agency. Adulis Import Export (wholesaler), P.O. Box 2650, Addis Ababa. WTD 11/5/65. TM 49.

Inexpensive textiles. Ethiopia Amalgamated, Ltd. (wholesaler, importer), P.O. Box 2090, Addis Ababa. WTD 7/24/64. TM 64.

GERMANY—Broad-woven wool fabrics (150 cm) for production of men's coats; wool-synthetics; cotton; cotton-synthetics and foamback. Requests quotations cif European ports. Friedrich W. Brinkmann, Bekleidungswerke (manufacturer, exporter), 47 Hansastrasse, 49 Herford/Westf. WTD 11/24/65.

★★ SOMALI—Trade Mission

Nylon crepe/satin 36″/44″ x 20/40 yd., cotton prints 36″ x 20/30 yd.; khaki drill 28″, 42″; nylon fishing nets. Haji Mussa Boghor & Co. Ltd. (importer, exporter), P.O. Box 166, Mogadiscio. WTD 10/6/65. TM 7.

Textile piece goods. Jirdeh Hussein & Co. (importer, retailer), P.O. Box 557, Mogadiscio. WTD 11/21/65. TM 21.

★★ SUDAN—Trade Mission

Piece goods. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 19.

225 Knitting mills

SENEGAL—Good quality hosiery and knit outerwear for men. Requests descriptive literature, price lists; correspondence in French. Ets. Georges Basse et Cie. (importer, wholesaler), 31 Rue de Grammont—BP 107, Dakar. WTD 11/5/65.

227 Floor covering mills

★★ ETHIOPIA—Trade Mission

Tufted carpets. Calderoni Africa Ltd. (importer, wholesaler, retailer), P.O. Box 870, Asmara. WTD 11/12/65. TM 6A.

228 Yarn, thread mills

SOUTH AFRICA—Knitting yarns: wool, Orlon, nylon. Carola Textiles (Pty.) Ltd. (manufacturer), P.O. Box 27088, Johannesburg. WTD 11/10/65.

229 Textile goods

GERMANY—New woolen rags; new cotton rags; new synthetic rags; threads; textile remnants, all kinds, for spinning mills, weaving mills, willowing factories. Requests quotations cif American ports. Textil-Gesellschaft Langenfeld W. Schade & Co. (importer, exporter, wholesaler, manufacturer), 10 Bahnhofstrasse, 4018 Langenfeld/Rhld. WTD 11/24/65.

230 Apparel

★★ ETHIOPIA—Trade Mission

Used clothing. Ghebremedhin Ghebrehiwet (importer, exporter), 38 Barca St., Asmara. WTD 11/12/65. TM 11A.

Men's work clothes, children's blue jeans, quality dress shirts for men, ladies' low priced nylon underwear. General Trading Agency. (wholesaler, importer), P.O. Box 1684, Addis Ababa. WTD 11/8/65. TM 56.

★★ SUDAN—Trade Mission

Used clothing. Ocean Trading Co. (importer), Box 373, Omdurman. WTD 11/15/65. TM 11.

232 Men's, youths', boys' furnishings

★★ SOMALI—Trade Mission

Ready-made men's pants. Jirdeh Hussein & Co. (importer, retailer), P.O. Box 557, Mogadiscio. WTD 11/21/65. TM 20.

Men's shirts, haberdashery, pants. Hagi Jama Mohamed & Co. (importer, exporter), P.O. Box 798, Mogadiscio. WTD 11/21/65. TM 14.

SWITZERLAND—Good quality cotton and synthetic fiber shirts, including sports shirts; sports wear, all kinds. Direct purchase and agency. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

233 Women's, misses', juniors' outerwear

SWITZERLAND—Women's ready-made clothing, sports wear, all kinds. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

234 Women's, misses', children's, infants' under garments

★★ SOMALI—Trade Mission

Women's underwear. Jirdeh Hussein & Co. (importer, retailer), P.O. Box 557, Mogadiscio. WTD 11/21/65. TM 19.

239 Fabricated textile products

SWITZERLAND—Bath and hand towels; washcloths; tablecloths; window curtains; draperies; all qualities and kinds. Direct pur-

chase and agency. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ ETHIOPIA—Trade Mission

Prefab warehouses. Ralli Brothers Ltd. (importer), P.O. Box 2169, Addis Ababa. WTD 11/5/65. TM 41.

251 Household furniture

SOUTH AFRICA—Children's cots, all types, made of wood and metal. A. Posniak & Sons (Pty.) Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town. WTD 11/24/65.

252 Office furniture

★★ SUDAN—Trade Mission

Office equipment. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 12.

260 Paper products

★★ ETHIOPIA—Trade Mission

General line of stationery and supplies. Exclusive distributorship. Chamber Printing Press (wholesaler, importer), P.O. Box 2020, Addis Ababa. WTD 11/8/65. TM 54.

School stationery and supplies. Direct purchase and agency. Adulis Import Export (wholesaler), P.O. Box 2650, Addis Ababa. WTD 11/5/65. TM 51.

263 Paperboard mills, products

FRANCE—Wall tiles: enameled masonite, made from purchased boards. Requests replies in French. C.D.P.—Comptoir de Diffusion Plastique (importer, dealer), 156 Bld. de la Republique, Loos (Nord). WTD in preparation.

264 Converted paper, paperboard products

● **EL SALVADOR**—300 reams white writing paper, 30″ x 40″, 90 grams per sq. meter; 300 reams white ledger paper, 30″ x 4″, 90 grams per sq. meter. Tender No. 140(65), bid deadline Jan. 4, 1966. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

★★ ETHIOPIA—Trade Mission

Paper bags. Alemayehu Borga (importer), P.O. Box 3100, Addis Ababa. WTD 11/8/65. TM 69.

★★ SUDAN—Trade Mission

Wallboard. National Trading & Agencies Organization (importer), P.O. Box 1987, Khartoum. WTD 11/16/65. TM 25.

SWITZERLAND—Stationery for general office use. Hans Bernold, Papeterie (importer, retailer, agent), Bahnhofstrasse 7, 6300 Zug. WTD 11/29/65.

266 Building paper, board mills

FRANCE—Wall tiles: fiber board, made in building board mills. Requests replies in French. C.D.P.—Comptoir de Diffusion Plastique (importer, dealer), 156 Bld. de la Republique, Loos (Nord). WTD in preparation.

273 Books

★★ ETHIOPIA—Trade Mission

Books. David Talbot (publisher), P.O. Box 775, Addis Ababa. WTD 11/4/65. TM 33.

280 Chemicals

★★ SUDAN—Trade Mission

Veterinary products, fine chemicals, pharmaceuticals, blood plasma reagents. Exclusive distributorship and agency. Afia Organization (wholesaler), P.O. Box 1428, Khartoum. WTD 11/17/65. TM 56.

281 Industrial chemicals

★★ ETHIOPIA—Trade Mission

Spot and stain remover. International Import & Export Agency, P.O. Box 2152 Wetherall, Addis Ababa. WTD 11/4/65. TM 22.

Caustic soda, bleaching powder, textile sizing materials; all in barrels. Hatimbhey Gulamalli (manufacturer, wholesaler), P.O. Box 489, Wavel St., Addis Ababa. WTD 11/4/65. TM 15.

● **GREECE**—Creosote oil, 1 million kgs. Creosote for treatment of wooden poles and crossarms, in form of unadulterated creosote oil, conforming to last revision of specification B.S.S. No. 144/54 or other equivalent specification. Packed in steel drums. Tender No. DYP-565. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2067).

★★ SOMALI—Trade Mission

Urea 46% Nitrogen 100 tons per month. Haji Mussa Boghor & Co. Ltd. (importer, exporter), P.O. Box 166, Mogadiscio. WTD 10/6/65. TM 12.

★★ SUDAN—Trade Mission

Urea. International Trading Co. (importer), P.O. Box 659, Khartoum. WTD 11/16/65. TM 45.

283 Drugs

★★ ETHIOPIA—Trade Mission

Pharmaceutical products. Exclusive distributorship. St. Gabriel Pharmacy (wholesaler, retailer), Haile Selassie Ave., Cuningham St., Addis Ababa. WTD 11/5/65. TM 36.

Miscellaneous drugs. Distributorship and commission agency. M. S. Patel (importer), P.O. Box 426, Addis Ababa. WTD 11/5/65. TM 19.

Pharmaceuticals. Emilio Ponzio, Director, The Ethiopian Trading & Agencies, Ltd. (importer), P.O. Box 852, Asmara. WTD 4/12/65. TM 3A.

Antimalarial drugs, antibiotics, asthma drugs, vitamins, anti-acids, pediatric medicines. Exclusive distributorship. Estifanos Pharmacy (importer), Arat Kilo, Addis Ababa. WTD 11/4/65. TM 7.

Farm veterinary products. Kidane Ma. Araya (commission agent), P.O. Box 2240, Addis Ababa. WTD 8/4/65. TM 5.

KOREA—Oxytetracycline; approx. 30 kg. per year. Will mix and repackage in own pharmaceutical plant. Chong Kun Dang Pharm. Co., Ltd. (importer, manufacturer), Suh Dai Moon, P.O. Box 55, Seoul. WTD 9/8/1964.

★★ SOMALI—Trade Mission

Pharmaceuticals, animal vaccines, poultry medicines. Benadir East Africa Co. Ltd. (agent), P.O. Box 93, Mogadiscio. WTD 11/21/65. TM 31.

★★ SUDAN—Trade Mission

Pharmaceuticals, bulk pharmaceutical chemicals. Tadros Trading (importer, wholesaler), P.O. Box 97, Omdurman. WTD 11/14/65. TM 38.

Pharmaceuticals in bulk. International Trading Co. (importer), Box 659, Khartoum. WTD 11/16/65. TM 44.

Pharmaceuticals. Direct purchase and agency. Hikma Pharmacy (wholesaler), P.O. Box 7, Omdurman. WTD 11/14/65. TM 47.

Drugs, for sale to Sudanese Gov't on published tenders. Tigani Abu Groon Co. (importer, wholesaler), P.O. Box 1465, Khartoum. WTD 11/15/65. TM 37.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

★★ ETHIOPIA—Trade Mission

Cosmetics. Exclusive distributorship. St. Gabriel Pharmacy (wholesaler, retailer), Haile Selassie Ave., Cuningham St., Addis Ababa. WTD 11/5/65. TM 37.

Cosmetics. Direct purchase and agency. Adulis Import Export (wholesaler), P.O. Box 2650, Addis Ababa. WTD 11/5/65. TM 52.

Cosmetics. General Trading Agency (wholesaler, importer), P.O. Box 1684, Addis Ababa. WTD 11/8/65. TM 55.

FINLAND—Cosmetic products, toiletries, perfumes, related products. Requests full details, prices, terms. Kas-Kas Osakeyhtio (manufacturer, exporter, importer), Valimontie 4, Helsinki 37. WTD 11/30/65.

MOZAMBIQUE—Perfumes, cosmetics, sundry toilet preparations, including specialty cleaning, polishing, sanitation preparations. Direct purchase and agency. Monteiro & Martins, Lda. (general merchants, importers, exporters, commission agents, wholesalers, retailers), P.O. Box 592, Lourenco Marques. WTD in preparation.

PAKISTAN—Polishing compounds for stainless steel cutlery. Gardners Export (importing distributor), P-35 Kutchery Bazar, Lyallpur, West. WTD 12/1/65.

★★ SUDAN—Trade Mission

Cosmetics. Modern Pharmacy (importer), P.O. Box 209, Khartoum. WTD in preparation. TM 1.

Cosmetics. Direct purchase and agency. Hikma Pharmacy (wholesaler), P.O. Box 7, Omdurman. WTD 11/14/65. TM 48.

285 Paints, varnishes, lacquers, enamels

★★ ETHIOPIA—Trade Mission

Paint. Alemayehu Borga (importer), P.O. Box 3100, Addis Ababa. WTD 11/8/65. TM 68.

287 Agricultural chemicals

★★ ETHIOPIA—Trade Mission

Insecticides. Exclusive distributorship. St. Gabriel Pharmacy (wholesaler, retailer), Haile Selassie Ave., Cuningham St., Addis Ababa. WTD 11/5/65. TM 38.

Insecticides. Ralli Brothers Ltd. (importer), P.O. Box 2169, Addis Ababa. WTD 11/5/65. TM 44.

Insecticides. International Import & Export Agency, P.O. Box 2152 Wetherall, Addis Ababa. WTD 11/4/65. TM 21.

Farm chemicals. Kidane Ma. Araya (commission agent), P.O. Box 2240, Addis Ababa. WTD 8/4/65. TM 5.

★★ SUDAN—Trade Mission

Insecticides, pesticides, herbicides, fertilizers. Tigani Abu Groon Co. (importer, wholesaler), P.O. Box 1465, Khartoum. WTD 11/15/65. TM 36.

Insecticides. International Trading Co. (importer), P.O. Box 659, Khartoum. WTD 11/16/65. TM 46.

Agricultural chemicals of all kinds, urea and ammonia sulphate. Direct purchase and agency. El Magboul Bros. Corp., Ltd. (importer), P.O. Box 593, Khartoum. WTD 11/15/65. TM 50.

Veterinary products and insecticides. Direct purchase and agency. Hikma Pharmacy (wholesaler), P.O. Box 7, Omdurman. WTD 11/14/65. TM 49.

289 Chemical products

★★ ETHIOPIA—Trade Mission

Battery acid. Direct purchase and agency. Adulis Import Export (wholesaler), P.O. Box 2650, Addis Ababa. WTD 11/5/65. TM 50.

299 Products of petroleum, coal

★★ ETHIOPIA—Trade Mission

White petroleum, petrolatum for use in manufacturing hair oils and creams. Mr. Springolo Paolo, PI BI TI Private Ltd. Co. (manufacturer), Via Metemma No. 12, Asmara. WTD 11/11/65. TM 17A.

301 Tires, tubes

★★ ETHIOPIA—Trade Mission

Truck tires, particularly for off-the-road use. Mr. Lopez, Industria Ricostruzioni Gomme Asmara (manufacturer, importer), Largo Imperatore Teodros, Asmara. WTD 11/11/65. TM 15A.

306 Fabricated rubber products

FRANCE—Rubber gloves for industrial purposes. Direct purchase and agency. Requests replies in French. Protection Industrielle Moderne "Ets Rene Preault" (importer, manufacturer, dealer, agent), 108 Quai de Jemmapes, Paris 10e. WTD 10/28/65.

307 Plastic products

AUSTRALIA—Floating, plastic suction hose for cleaning swimming pools. Proud Pool Pty. Ltd. (contractor), P.O. Box 11, Rocklea East, Brisbane, Queensland. WTD 11/19/65.

FRANCE—Plastic wall tiles: uni-colored, mottled or decorated. Requests replies in French. C.D.P.—Comptoir de Diffusion Plastique (importer, dealer), 156 Bld. de la Republique, Loos (Nord). WTD in preparation.

SWITZERLAND—Plastic products, all types, for household use. Direct purchase and agency. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

311 Leather tanning, finishing

FRANCE—Sheep skins. Requests replies in French. Etablissements Volta-Sports (manufacturer, dealer), 59 Rue Beaubourg, Paris 3e. WTD 10/15/65.

314 Footwear

★★ ETHIOPIA—Trade Mission

Men's, women's, children's moderate priced footwear. Direct purchase and agency. Adulis Import Export (wholesaler), P.O. Box 2650, Addis Ababa. WTD 11/5/65. TM 53.

★★ SUDAN—Trade Mission

Shoes. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 15.

SWITZERLAND—High quality leather shoes for women, men, children. Direct purchase and agency. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

317 Handbags, personal leather goods

FRANCE—Toilet kits and cases, fitted. Georges Lerevenu (manufacturer, dealer), 19 Rue des Quinconces, Rosny-sous-Bois (Seine). WTD 10/14/65.

322 Glass, glassware

MOZAMBIQUE—Ovenware glass trays and similar products. Direct purchase and agency. Monteiro & Martins, Lda. (general merchant, importer, exporter, commission agent, wholesaler, retailer), P.O. Box 592, Lourenco Marques. WTD in preparation.

SWITZERLAND—Glassware, all kinds, for household use. Direct purchase and agency. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

324 Cement, hydraulic

★★ SOMALI—Trade Mission

Cement, standard and sub-marine. Haji Mussa Boghor & Co. Ltd. (importer, exporter), P.O. Box 166, Mogadiscio. WTD 10/6/65. TM 10.

326 Pottery, related products

● **BURMA**—Total 4,000 sets flush cisterns, steel, enameled, vitreous, plastic, complete with accessories and fittings, 2 and 2½ gallons. Quotation No. 17/T/CONST/TRADE/65-66, bid deadline Jan. 6, 1966. Division Manager, Construction Stores, Trade Corp. No. (15), Rangoon.★ (Telephone: 202-967-3601).

● Total 8,895 closets, asiatic, vitreous china, with squatting plate and raised foot treads, 18" long with 'P' trap. Quotation No. 16/T/CONST/TRADE/65-66, bid deadline Jan. 7, 1966. Division Manager, Construction Stores, Trade Corp. No. (15), Rangoon.★ (Telephone: 202-967-3601).

SWITZERLAND—Earthenware, porcelain, all kinds: tableware, household and kitchen articles. Direct purchase and agency. ISCO Marketing AG (importer, manufacturer, representative), Postfach 235, 8035 Zurich. WTD 11/18/65.

327 Concrete, gypsum, plaster products

FRANCE—Wall tiles, concrete and gypsum. Requests replies in French. C.D.P.—Comptoir de Diffusion Plastique (importer, dealer), 156 Bld. de la Republique, Loos (Nord). WTD in preparation.

★★ SUDAN—Trade Mission

Building materials. World-Wide Trading Co. (importer), P.O. Box 936, Khartoum. WTD 11/16/65. TM 8.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Wood-polishing abrasives, wood-finishing abrasive compounds, good quality. Agency and potential direct purchase. Etablissements Beugniot Browny (dealer), 14bis Rue du Petit-Goave, 33 Bordeaux, Gironde. WTD 11/30/65.

★★ SOMALI—Trade Mission

Acoustical building tiles. African Motors & Engineering Co. (importer), P.O. Box 427, Mogadiscio. WTD 9/24/64. TM 3.

★★ SUDAN—TRADE MISSION

Acoustic tiles. National Trading & Agencies Organization (importer), P.O. Box 1987, Khartoum. WTD 11/16/65. TM 22.

331 Steel mill products

● **INDIA**—3 lengths, 1,150 metres each, of 1¼" 6 x 27 flattened strand ropes for stage hoist; 3 lengths, 1,800 ft. each, 1¼" dia. 18 x 7 non-rotating preformed wire rope of AA tensile grade. Tender No. P/224/23/197, bid deadline Dec. 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, Washington, D.C. 20008, (reference D/ENQ/1923). Tender fee $2.10 (not refundable). Copy of documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● Tender S-63, 4,176 m.t. steel plates, bid deadline Jan. 5; Tender S-64, 3,611 m.t. steel plates and sheets, bid deadline Jan. 10; Tender S-65. 3,613 m.t. steel plates, bid deadline Jan. 13. Director, Railway Stores, Railway Board, Rail Bhawan, Raisina Rd., New Delhi. Tender documents available from India Supply Mission, Washington, D.C. 20008 (reference D/ENQ/1928, D/ENQ/1929, D/ENQ/1930, respectively). Tender fee $2.10 each (not refundable). Copy of each tender may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● **NEW ZEALAND**—Steel crossarms Lichfield-Kinleith 110 KV 2nd circuit; 6" x 3" channel, low alloy steel ASTM-242-60 70 pieces 26 ft., 28 pieces 28 ft. Tender 2409, bid deadline Jan. 26. Stores Managers Office, New Zealand Electricity Dept., Private Bag, Wellington C.1. Specifications available from New Zealand Senior Trade Commissioner in the United States of America, 1145-19th St. NW., Washington, D.C. 20036.

PAKISTAN—Mild steel billets 2" x 2"; 2½"x 2½"; 3" x 3"; 3½" x 3½"; 2,000 tons; pig iron foundry type 5.000 tons; mild steel sheets 12 to 26 B.G., 5,000 tons ferro silicon; ferro manganese. The Pak Metal Corp. (importing distributor), 3-A Fazal Bldg., Cooper Rd., Lahore, West. WTD 11/30/65.

Stainless steel for use in cutlery industry. Gardners Export (importing distributor), P-35 Kutchery Bazar, Lyallpur, West. WTD 12/1/65.

● Rails 6,500 l.t.; fish plates, 300 tons; fish bolts, 80 tons; points and crossings, 95 sets. Tender No. PR-1/65/TR/7, bid deadline Jan. 4. Secretary, Railway Board, Government of West Pakistan, Empress Rd., Lahore. Tender documents available from the Office of the Consulate General of Pakistan. 12 East 65th St., New York 21, N.Y. Tender fee $8 per set (not refundable). Copy of tender documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● Quotations invited on points and crossings and trap switch, bid deadline Dec. 30; fish bolts, bearing plates, bid deadline Jan. 6. Tender Notice PD/PW/31/11 for both. East Pakistan Railway Board, Railway Bldg., Chittagong.★ (Telephone: 202-WO 7-2613).

★★ SUDAN—Trade Mission

Tinstock for assembling tin cans. National Food Industries (importer, exporter), P.O. Box 1835, Khartoum. WTD 11/16/65. TM 9.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—100 metric tons tin ingot Sn. 99.0

Grade to I.S. Specn. No. 26/56 with amendment No. 1 of July 1964. Tender No. P/SR-5/508/25/134, bid deadline Jan. 18, 1966, 10 a.m. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (in advance) from India Supply Mission (Ref. No. D/ENQ/1924), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

● **CEYLON**—Aluminum sheet and tread plate, 14 items. Bid deadline Jan. 12, 1966. Tender documents available from Chief Supplies Officer, Ceylon Transport Board, Supplies Division, Werahera, Boralesgamuwa.

★★ **ETHIOPIA—Trade Mission**

Communication cables. Patel (Ethiopia) Limited (importer), P.O. Box 426, Addis Ababa. WTD 6/20/65. TM 8.

● **INDIA**—1,420 kgs. nickel iron (36-38% nickel) strip in rolls, size 0.00115"/0.0130" x 1⅜." Tender No. PER: 11528/SPC, bid deadline Jan. 10, 1966. Tender documents giving full particulars and specifications available from The Purchase Officer, Indian Telephone Industries Ltd., Dooravani Nagar, Bangalore 16, on payment of $1.05.★ (Telephone: 202-WO 7-4685).

336 Nonferrous foundries

PAKISTAN—Tools machine die casting, chasers. The Pak Metal Corp. (importing distributor), 3-A Fazal Bldg., Cooper Rd., Lahore, West. WTD 11/30/65.

342 Cutlery, hand tools, general hardware

● **BURMA**—Wide variety of hardware items, including nuts, bolts, studs, marine hardware, paint. Tender No. 33/4-3/04 (65-66), bid deadline Jan. 1, 1966. Division Manager, Motor Vehicle & Other Transport Equipment Divison, People's Stores Corp., No. 180/184, Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-5589).

★★ **ETHIOPIA—Trade Mission**

Household wares; requests replies in Italian. Dr. John N. Politaridis (importer, exporter), P.O. Box 734, Asmara. WTD 11/12/65. TM 2A.

FRANCE—Locks, door and window hardware. Importing wholesaler seeks direct purchase and agency. Requests replies in French. Quincaillerie Frey, S.A., 1 Rue de la Division Leclerc, 67 Strasbourg. WTD 5/11/65.

★★ **SOMALI—Trade Mission**

Builders' hardware. African Motors & Engineering Co. (importer), P.O. Box 427, Mogadiscio. WTD 9/24/64. TM 4.

SPAIN—Hand and power driven saws, pliers, screwdrivers. Direct purchase and agency. Requests replies in Spanish. Comercial Industrial Distribuidora (Jose Penafiel del Val) (importer, dealer, commission merchant), Manuel Allende 32, Bilbao. WTD 11/29/65.

★★ **SUDAN—TRADE MISSION**

Hand tools, tools used in construction. National Trading & Agencies Organization (importer), P.O. Box 1987, Khartoum. WTD 11/16/65. TM 26.

Door hardware. National Trading & Agencies Organization (importer), P.O. Box 1987, Khartoum. WTD 11/16/65. TM 23.

343 Heating apparatus, plumbing fixtures

● **BURMA**—300 sets kitchen sinks, vitreous china, complete with fittings and accessories 18" x 15" x 8" and 24" x 18" x 16"; 1,000 seats, plastic, closed and open types, with and without covers, some with bars and pillars. Quotation No. 18/T/CONST/TRADE/65-66, bid deadline Jan. 7, 1966. Trade Corp. No. (15) Construction Stores, St. John's Rd., Rangoon. Cable: GOVSTORES (15).★ (Telephone: 202-967 3601).

344 Fabricated structural metal products

★★ **ETHIOPIA—Trade Mission**

Metal door sills and weatherstripping. Dr. Seyoum Gebre Egzibher (manufacturer), P.O. Box 1183, Addis Ababa. WTD 11/8/65. TM 62.

FRANCE—Sheet metal wall tiles. Requests replies in French. C.D.P.—Comptoir de Diffusion Plastique (importer, dealer), 156 Bld. de la Republique, Loos (Nord). WTD in preparation.

● **NORWAY**—Bid deadline changed from Dec. 20 to Jan. 10, 1966 for supply of 490 steel towers for 300 KV power line Tunnsjodal-Marka-Nedre-Rossaaga. (INTERNATIONAL COMMERCE, Dec. 6, p. 31). Tender documents and specifications available for $14 from State Power System, Middlethursgt, 27B, Oslo 3.

PAKISTAN—Asphalt heating kettles. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

★★ **SOMALI—Trade Mission**

Steel tubing chrome plated for use in making modern furniture. Armes (manufacturer, retailer), P.O. Box 260, Mogadiscio. WTD 11/21/65. TM 28.

★★ **SUDAN—Trade Mission**

Windows. National Trading & Agencies Organization (importer), P.O. Box 1987, Khartoum. WTD 11/16/65. TM 24.

345 Screw machine products

MOROCCO—Bolts and nuts, all types and sizes, for tractors. Requests quotations Casablanca. Direct purchase and agency. Tout Materiel de Travaux Publics (T.M.T.P.) (importer), 4-8 Rue La Fontaine, Casablanca. WTD 11/15/65.

346 Metal stampings

FRANCE—Wall tiles: stamped metal. Requests replies in French. C.D.P.—Comptoir de Diffusion Plastique (importer, dealer), 156 Bld. de la Republique, Loos (Nord). WTD in preparation.

348 Fabricated wire products

TRINIDAD—Aluminum chain link fencing. Direct purchase and agency. Davidson-Arnott & Co., Ltd. (importers, manufacturers' representatives), 110 Henry St., Port of Spain. WTD 9/9/65.

349 Fabricated metal products

★★ **ETHIOPIA—Trade Mission**

Irrigation equipment. Ralli Brothers Ltd. (importer), P.O. Box 2169, Addis Ababa. WTD 11/5/65. TM 43.

★★ **SOMALI—Trade Mission**

Angle-iron for use in making army metal beds. Armes (manufacturer, retailer), P.O. Box 260, Mogadiscio. WTD 11/21/65. TM 27.

351 Engines, turbines

● **ARGENTINA**—Supply and construct one 120,000 kw thermoelectric plant in the town of Lujan de Cuyo, Province of Mendoza. Tender No. 172/65, bid deadline March 2, 1966. Secretaria de Estado de Energia y Combustible, Agua y Energia Electrica, Lavalle 1527, 2nd Floor, Buenos Aires, will furnish copies of specifications for approximately $6.10. Official estimate for job is $30 million.

● **AUSTRALIA**—Design, manufacture, deliver and test at works, 6 vertical shaft Francis reaction type water turbines, each of 341,000 b.h.p. at 187.5 r.p.m., with governors, inlet valves, accessories. Tender No. M.154, bid deadline April 6, 1966. The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, (SMA) P.O. Box 332, Cooma North, N.S.W., Australia. One copy of specifications available for review only, not for loan, at the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Additional copies of specifications available from SMA at above address for $4.50 each. (Telephone: 202-WO 7-4241).

● **PANAMA**—Supply and construction of 33-40 MW thermal electric plant at Las Minas Bay near Colon, public bid No. 137, bid deadline March 2, 1966. Instituto de Recursos Hidraulicos y Electrificacion (IRHE), Aptdo. 5285, Panama, Republic de Panama. Financing over period of 10 years at maximum interest rate of 6%, estimated cost $7 million based on U.S. standards and specifications.★ (Telephone: 202-WO 7-4241).

THAILAND—Internal combustion engines, hp. 6-20, r.p.m. 4,000-5,000; about 20,000 units annually; cif Bangkok prices requested. Direct purchase and agency. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, manufacturer), 121-7 New Rd., Samyod, Bangkok. WTD in preparation.

352 Farm machinery

★★ **ETHIOPIA—Trade Mission**

Farm equipment. Exclusive dealership. Kidane Ma. Araya (commission agent), P.O. Box 2240, Addis Ababa. WTD 8/4/65. TM 3.

FRANCE—Lawn mowers, all types, parts and attachments. Agency and potential direct purchase. Requests replies in French. Marcel Ayroles, Ets. (dealer), 316 Avenue des Etats-Unis, Toulouse, Haute-Garonne. WTD 10/4/65.

★★ **SOMALI—Trade Mission**

Light agricultural machinery. Ali Abdullahi Ibrahim & Co. (importer), P.O. Box 228, Mogadiscio. WTD 11/21/65. TM 6.

★★ **SUDAN—Trade Mission**

Agricultural machinery and equipment. Direct purchase and agency. El Magboul Bros. Corp. Ltd. (importer), P.O. Box 593, Khartoum. WTD 11/15/65. TM 51.

Agricultural equipment. Agabani Enterprises (importer), P.O. Box 1525, Khartoum. WTD 9/11/63. TM 30.

Farm machinery. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 17.

Agricultural equipment. World-Wide Trading Company (importer), P.O. Box 936, Khartoum. WTD 11/16/65. TM 7.

THAILAND—Portable sprayer and accessories, weight about 35 lb.; cif Bangkok prices requested; about 5,000 units annually. Direct

purchase and agency. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, manufacturer), 121-7 New Rd., Samyod, Bangkok. WTD in preparation.

353 Construction, mining, materials handling machinery

★★ ETHIOPIA—Trade Mission

Road building equipment, earth moving equipment. Exclusive dealership. Kidane Ma. Araya (commission agent), P.O. Box 2240, Addis Ababa. WTD 8/4/65. TM 4.

Heavy construction equipment. Ralli Brothers Ltd. (importer), P.O. Box 2169, Addis Ababa. WTD 11/5/65. TM 40.

MOROCCO—Spare parts for crawler and wheel-mounted tractors, all kinds, including pistons, sleeves, sprockets, tracks, pins, bushings (from D-9 to D-2 tractors). Quotations Casablanca. Direct purchase and agency. Tout Materiel de Travaux Publics (T.M.T.P.) (importer), 4-8 Rue La Fontaine, Casablanca. WTD 11/15/65.

PAKISTAN—Water drilling rigs both percussion and rotary type, combination rotary and percussion rigs; oil field drilling rigs; rigs for soil sampling and exploratory work, diamond rigs, grouting pump and rigs, all drilling tools and accessories; road rollers, both tandem and 3-wheeled simple and blast type; vibratory rollers; road compacting machines; asphalt plants, stationary or portable batch type from 10 to 100 tons per hour output, crushing plants. Mobile cranes mounted on trucks with range boom length, gantry cranes for workshop and industrial purposes, cranes for railway; bulldozers, dump trucks, trailers, shovels power. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

PHILIPPINES—Elevators, escalators. Direct purchase and exclusive agent. Mr. R. R. Reyes, Jr., General Manager, Air Conditioning Division (importer, wholesaler), Engineering Equipment, Inc., 991 L. Segura, Mandaluyong, Rizal; Box 1386, Manila. WTD 9/28/64.

★★ SUDAN—Trade Mission

Earthmoving equipment, tractors. Agabani Enterprises (importer), P.O. Box 1525, Khartoum. WTD 9/11/63. TM 31.

354 Metalworking machinery

AUSTRALIA—Electric-powered metalworking machinery and components. Direct purchase and agency. Averton Pty. Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 21, Northbridge, N.S.W. WTD 11/1/65.

BRAZIL—Automatic machines with monthly capacity of 50/100 m.t. for manufacture of aluminum rivets for automobile and truck brake linings. E.M.S. Metalurgica Ltda. (manufacturer), Avenida Automovel Clube 2065, Rio de Janeiro, ZC-38, Estado da Guanabara. WTD 11/29/65.

● **CEYLON**—One 48″ boring and turning mill. Bid deadline Feb. 23, 1966. Chairman Tender Board, Ministry of Communications, 4th Floor, Ceylinco House, Colombo.★ (Telephone: 202-WO 7-5652).

GERMANY—Hand and power-actuated builders' tools, gardeners' tools. Requests quotations cif European ports. Emil Lux (importer, wholesaler, sales agent), 45/47 Bruederstrasse, 563 Remscheid. WTD 11/26/65.

PAKISTAN—Lathes over 16′ bed, milling machines, vertical and horizontal, etc. Blackhawk Engineering Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

Milling machines, ultrasonic cleaning equipment as used in surgical instruments industry; drilling machines; grinding (stone) machines; honeing machines. The Pak Metal Corp. (importing distributor), 3-A Fazal Bldg., Cooper Rd., Lahore, West. WTD 11/30/65.

PERU—Machinery to manufacture nails, barbed wire, fence clamps, wire netting. Requests replies in Spanish. Importadora de Automobiles S.A. (importer, retailer, agent), P.O. Box 166, Chiclayo. WTD in preparation.

SPAIN—Drill and boring bits; pneumatic tools; threading taps; precision and measuring tools, including micrometers and pressure gauges. Direct purchase and agency. Requests replies in Spanish. Comercial Industrial Distribuidora (Jose Penafiel del Val) (importer, dealer, commission merchant), Manuel Allende 32, Bilbao. WTD 11/29/65.

TURKEY—Machine for manufacturing nails and paper clips; requests descriptive literature and price lists. Ahmet Muharrem Alpay (manufacturer), 1 Hayrettin Pasa Caddesi, Ayvalik. WTD 11/26/65.

355 Special industry machinery

AUSTRALIA—Electric-powered machinery and components; general line for woodworking, workshops, industrial use. Averton Pty. Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 21, Northbridge, N.S.W. WTD 11/1/65.

● **BURMA**—Drain cleaning rods 100 ft. of best quality cane in 3 ft. lengths complete with interchangeable brass screws, with double worm screw, roller guide, sole leather, or stout Indian rubber plunger with brass cup and cap, with straps, 25, 3″; 50, 4″; 25, 6″. Tender No. 20/T/CONST/TRADE/65-66, bid deadline Jan. 7. Trade Corp. No. (15), Construction Stores, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

★★ ETHIOPIA—Trade Mission

Circular knitting machines. Calderoni Africa Ltd. (importer, wholesaler, retailer), P.O. Box 870, Asmara. WTD 11/12/65. TM 5A.

Small printing presses for letter press and offset printing; type setting equipment adaptable to use of Amharic language; will consider used, rebuilt equipment. David Talbot (publisher), P.O. Box 775, Addis Ababa. WTD 11/4/65. TM 32.

Technical help in establishing plants for manufacture of glass bottles and leather tanning. Hatimbhey Gulamalli (manufacturer, wholesaler), P.O. Box 489, Wavel St., Addis Ababa. WTD 11/4/65. TM 18A.

Silk screen printing press, small size for production of posters and display cards. National Film & Publicity Co. (motion picture producer), P.O. Box 1157, Addis Ababa. WTD 11/3/65. TM 14.

Saw Mill machinery on long term credit. Tekle Mariam Kassahn Woodworks (importer), P.O. Box 939, Addis Ababa. WTD 11/8/65. TM 91.

Wool weaving machinery to start factory in Ethiopia; used machinery acceptable. Filawrary Kebede Ambachew (exporter), P.O. Box 2650, Addis Ababa. WTD 11/8/65. TM 73.

Machinery for making molded plastic utensils, jars, pitchers. Dr. Seyoum Gebre Egzibher (manufacturer), P.O. Box 1183, Addis Ababa. WTD 11/8/65. TM 61.

Fruit juice extractors for local vendor stands. Igor Kaplinsky (importer), P.O. Box 1448, Addis Ababa. WTD 11/5/65. TM 58.

Embossed cellophane tape machines. Mac Ltd. (wholesaler, retailer), P.O. Box 1570, Addis Ababa. WTD 6/20/65. TM 47.

FRANCE—Woodworking machinery and tools, attachments, accessories, all categories: jointers, planers, lathes, mortisers and others, for industrial uses and for artisans. Agency and potential direct purchase. Etablissements Beugniot Browny (dealers), 14bis Rue du Petit-Goave, 33-Bordeaux, Gironde. WTD 11/30/65.

GERMANY—Plastics working machinery, all kinds. Agency representation for the Federal Republic of Germany or direct purchase. Requests quotations cif Bremen or Hamburg. Diplomingenieur U.W. Beier K.G. (sales agent), 6232 Neuenhain/Ts., Am Wolfspfad 3. WTD 4/2/65.

Corrosion and acid-proof materials for chemical apparatus, acid-proof equipment and installations. Keramchemie (manufacturer), P.O. Box (Postfach) 16, 5433 Siersheim/Westerwald. WTD 2/10/65.

PAKISTAN—Band saw machines. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

SOUTH AFRICA—Concrete products machinery utilizing "extrusion" process to produce road curbs, stormwater channels, paving slabs, other concrete products. Cape Concrete Works (Pty.) Ltd. (manufacturer), Dreyersdal Rd., Off Main Rd., Retreat, Cape Province. WTD in preparation.

★★ SUDAN—Trade Mission. Dry ice plant, Agabani Enterprises (importer), P.O. Box 1525, Khartoum. WTD 9/11/63. TM 32.

Complete plant for making corrugated paper; complete plant for converting corrugated paper into corrugated containers; max. width 210-230 cm., 5-7,000 tons annually. The Packaging House (manufacturer), P.O. Box 1601, Khartoum. WTD 11/17/65. TM 2.

Printing equipment. Hovhannessian Agencies (importer, exporter), P.O. Box 690, Khartoum. WTD 11/15/65. TM 55.

Machinery for making brooms. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 13.

Used seed and oil crushing equipment. National Food Industries (importer, exporter), P.O. Box 1835, Khartoum. WTD 11/16/65. TM 10.

356 General industrial machinery

FINLAND—Hydraulic gear pumps for industrial uses. Requests full details, price lists, terms. Direct purchase or agency. Oy Suomen Hiab (wholesalers, importers, agents), Salomonkatu 17 A, Helsinki. WTD 4/6/65.

GERMANY—All sorts of packaging machinery. Agency representation for the Federal Republic of Germany or direct purchase. Requests quotations cif Bremen or Hamburg. Diplomingenieur U.W. Beier K.G. (sales agent), 6232 Neuenhain/Ts., Am Wolfspfad 3. WTD 4/2/65.

PAKISTAN—Air compressors for general industrial use; fuel pumps. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, Lahore, West. WTD 11/30/65.

SPAIN—All types of centrifugal pumps competitive with European makes. Direct purchase and possible agency. Requests quotations, descriptive literature. El Material Industrial, C.A. (importer, dealer), Att.: Jose Miguel Ugartehea, Depto. de Ventas, 9 Ibanez de Bilbao, Bilbao. WTD 11-29-65.

● **SUDAN**—21 sets of diesel engine operated, vertical, water turbine pumping units, 5,000 gallons per hour capacity, with a 177 ft. head; one 3,000 gallon per hour capacity with a 175 ft. head, and associated equipment. Bid deadline Dec. 26. Asst. General Manager (Sup-

plies), The Sudan Gezira Board, Barakat, Sudan.★ (Telephone: 202-WO 7-5589).

● **TAIWAN**—Two horizontal, 370 gallons per minute capacity, centrifugal pumps, with a 12 ft. head, for refinery use. Tender No. GF4D-23004(H), bid deadline Dec. 31. Purchasing Dept., Central Trust of China 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-5589).

TURKEY—Installation of one ferro-manganese electrical reduction furnace. Elektrometallurji Sanayii Anonim Sirketi, Antalya. See WTD 12/20/63 on Etibank.

VENEZUELA—Fire fighting equipment; all kinds; requests replies in Spanish. Comercial Iberia, C.A. (importer, distributor), Urbanizacion Industrial La Quisanda, Almacen 43, Valencia, Estado Carabobo. WTD 11/5/65.

YEMEN—Diesel or gasoline operated water pumps for deep-well installation, primarily for agricultural use. Direct purchase or agency. Requests air mail replies. Hassan Lutf al Zubairi & Co. (importer, retailer), P.O. Box 335, Sanaa. WTD 11/22/65.

357 Office, computing, accounting machines

★★ **ETHIOPIA**—Trade Mission. Suspension filing systems, cellophane tape dispensers. Mac Ltd. (wholesaler, retailer), P.O. Box 1570, Addis Ababa. WTD 6/20/65. TM 46.

FINLAND—Check writers, with tangent system; related office machines. Requests full details, prices, terms. Oy Ultra Ab (importer, wholesaler), Humalistonkatu 13 A 25, Helsinki 25. WTD 11/30/65.

SWITZERLAND—Typewriters, duplicating and reproduction machines. Direct purchase and agency. Hand Bernold Papeterie (importers, retailers, agents), Bahnhofstrasse 7, 6300 Zug. WTD 11/29/65.

358 Service industry machines

AUSTRALIA—Domestic air - conditioning equipment and components; water purification and filtration equipment; desalination equipment for brackish water. Direct purchase and agency. Averton Pty. Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 21, Northbridge, N.S.W. WTD 11/1/65.

★★ **SUDAN**—Trade Mission. Food vending machines. Tadros Trading Co. (importer, wholesaler), P.O. Box 97, Omdurman. WTD 11/14/65. TM 40.

THAILAND—Complete set of machinery and equipment for water purification plant, capacity of 1,000-3,000 gallons per day; cif prices desired. Asani Pan Co., Ltd. (importer, manufacturer), 974-6 Petchburi Rd., Bangkok. WTD 10/7/65.

VENEZUELA—Air conditioning units, especially for office, 110 v., 50/60 cycles; requests replies in Spanish. Reinaldo Fuentes Viloria—Talleres Lo-Merc (importer, distributor), Primera Avenida Sur Altamira 14, Caracas. WTD 11/15/65.

359 Machinery

PAKISTAN—Pistons and piston ring for automotive vehicles, carburetors. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

★★ **SOMALI—Trade Mission**

Modern machines for making cement blocks. Omar H. A. Banafunzi (importer, wholesaler), P.O. Box 171, Mogadiscio. WTD 11/21/65. TM 29.

361 Electric transmission, distribution equipment

AUSTRALIA—Complete units, parts, components for electric power distribution equipment, including high and low voltage switchboards; indicating, recording, metering apparatus; precision time switches; lightning arrestors; program controllers—for power plants. Direct purchase and agency. Averton Pty. Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 21, Northbridge, N.S.W. WTD 11/1/65.

● **BURMA**—Supply of miscellaneous electrical equipment including two 500 kva and two 400 kva, 3-phase, 50 cycle transformers; instrument transformers; metal-clad switchgear; lightning arresters; circuit breakers; copper wire cable; lighting and wiring devices. Tender No. 76/65-66, bid deadline Dec. 31. Deputy Director General (Procurement), Mineral Development Corp. No. 243/251, 36th St., Rangoon.★ (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of miscellaneous 6.6 kv and 22 kv metalclad switchgear for transformer substation. Tender No. PAP/2232, bid deadline now set for Jan. 7, 1966, (INTERNATIONAL COMMERCE, Nov. 29, p. 37). Public Power Corp., Athens—Piraeus Division. Purchasing Dept., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply of 15 kv, 66 kv and 150 kv substation equipment including outdoor switching equipment and switchyard apparatus; copper conductors and fittings; steel structures for substation; control boards for substations; lighting equipment; underground cables and cable accessories. Tender No. DMPM-314/Part 1-6, bid deadline now set for Jan. 11, 1966, (INTERNATIONAL COMMERCE, Nov. 29, p. 38). Public Power Corp. (DEH), Purchasing Dept., 30 Halkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

AUSTRALIA—Motors, rotating electrical machinery, electronic and other controls, indicating apparatus, similar items for industrial use, components thereof. Direct purchase and agency. Averton Pty. Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 21, Northbridge, N.S.W. WTD 11/1/65.

● Design, manufacture, deliver and test at works, 6 vertical shaft generators, three phase, 50 c.p.s., 250 MW, 187.5 r.p.m., complete with auxiliary equipment. Tender No. E.531, bid deadline Apr. 6, 1966. The Comptroller of Stores, Snowy Mountain's Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W., Australia. One copy of specifications available for review only, not for loan, at the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Additional copies of specifications available from SMA at above address for $4.50 each. (Telephone: 202-WO 7-4241).

363 Household appliances

ENGLAND—Small domestic electrical appliances to complement present production of cordless electric shavers. Agency and direct purchase. Henry Milward & Sons (manufacturer, exporter), Redditch, Worcestershire. WTD 11/26/65.

FRANCE—Sewing machine, industrial, to fill and sew stuffed animals and dolls. Requests replies in French. Les Nouveautes de Valbenoite (manufacturer), 4 Rue Vivaraize, 42 St. Etienne. WTD 12/1/65.

★★ **SUDAN—Trade Mission**

Ice shavers. Ocean Trading Co. (importer), P.O. Box 373, Omdurman. WTD 11/15/65. TM 14.

THAILAND—Household gas ranges, sizes 20"-36"; cif prices requested. Asani Pan Co., Ltd. (importer, manufacturer), 974-6 Petchburi Rd., Bangkok. WTD 10/7/65.

364 Electric lighting, wiring equipment

AUSTRALIA—Light and power fittings and switches for industrial use. Direct purchase and agency. Averton Pty. Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 21, Northbridge, N.S.W. WTD 11/1/65.

★★ **ETHIOPIA—Trade Mission**

Electric wiring supplies; light fixtures, fluorescent, incandescent; light bulbs. Bekele Begashaw, P.O. Box 2641, Addis Ababa. WTD 11/8/65. TM 79.

Switches, fuses. Patel (Ethiopia) Ltd. (importer), P.O. Box 426, Addis Ababa. WTD 6/20/65. TM 9.

NETHERLANDS—Flashlights with automatic blinkers; flashlights, adjustable for red, green and yellow light. Must be delivered without batteries. Elementenfabriek Elfa (importer, wholesaler), 16 Charlotte van Montpensierlaan, Amstelveen. WTD 11/23/65.

365 Radio, television receiving sets

★★ **ETHIOPIA—Trade Mission**

Hi-Fi and T.V. receivers. Patel (Ethiopia) Ltd. (importer), P.O. Box 426, Addis Ababa. WTD 6/20/65. TM 10.

PAKISTAN—20 T.V. sets 19" to 23" screens. Electric current a.c. 220/240 v., 50 cycles; receivers should conform to CCIR 625 lines per picture, to picture frequency of 25 per second interlaced and field frequency of 50 034 second; synchromous sets capable of being plugged into 220/230 v., 50 cycle a.c. single phase current; channels between 3 and 10 in bands I and III will be used; frequency allocation in these channels will be used as follows: band I-channel III 54-61 megacycles, channel IV 61-68 megacycles, band III-channel V 174-181 megs; channel VI 181-188 megs; channel VII 188-195 megs; channel VII 195-202 megs; channel IX 202-209 megs; channel X 209-216 megs. The Pak Metal Corp. (importing distributor), 3-A Fazal Bldg., Cooper Rd., Lahore. WTD 11/30/65.

★★ **SOMALI—Trade Mission**

Phonograph records, particularly surplus at discount prices. Mogadiscio Electrical Store (importer, retailer), P.O. Box 460, Mogadiscio. WTD 11/21/65. TM 26.

366 Communication equipment

★★ **ETHIOPIA—Trade Mission**

Radio broadcast equipment. Taha A. Sheriff, P.O. Box 2526, Addis Ababa. WTD 11/5/65. TM 34.

Radio communication and telephone equipment. Patel (Ethiopia) Ltd. (importer), P.O. Box 426, Addis Ababa. WTD 6/20/65. TM 11.

FRANCE—Telephone apparatus, equipment and parts; low current apparatus for signaling systems; interphone apparatus; systems for locating people. Direct purchase and agency. Requests replies in French. Central Telephone (telephone equipping business), 21 Rue Kleber, Issy-les-Moulineaux, Hauts de Seine. WTD in preparation.

● **INDIA**—Supply of 100,000 telephone mag-

nets. Tender No. PE/R11458/SPC, bid deadline Dec. 27. Indian Telephone Industries, Dooravani Nagar, Bangalore-16.★ (Telephone: 202-WO 7-4823).

● **TAIWAN**—Supply of telephone trunking equipment. Tender No. GF4D-22895(L), bid deadline Jan. 6, 1966. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wuchang St., Taipei. ★(Telephone: 202-WO 7-4823).

TURKEY—Radio or radiotelephone sets to equip Izmir harbor tugboats, ship to shore. Izmir Port Authority (government agency), Denizcilik Bankasi TAO Izmir Isletmesi Md., Izmir.

367 Electric components, accessories

★★ ETHIOPIA—Trade Mission

Aerials and insulators. Patel (Ethiopia) Ltd. (importer), P.O. Box 426, Addis Ababa. WTD 6/20/65. TM 12.

FRANCE—Electronic components: relays, diodes, demodulators, rectifiers, semiconductor devices, newly developed products in this industry. Direct purchase and agency. Requests replies in French. Central Telephone (telephone equipping business), 21 Rue Kleber, Issy-les-Moulineaux, Hauts de Seine. WTD in preparation.

369 Electrical machinery, equipment, supplies

FRANCE—X-ray accessories and tubes. Chenaille, S.A. (importer, manufacturer, dealer), 15 Rue Dantan, Saint-Cloud (S & O). WTD 1/28/65.

PAKISTAN—Spark plugs for U.S.-made vehicles, other ignition apparatus for internal combustion engines. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, Lahore, West. WTD 11/30/65.

371 Motor vehicles, motor vehicle equipment

★★ ETHIOPIA—Trade Mission

Line heavy trucks. Ralli Brothers Ltd. (importer), P.O. Box 2169, Addis Ababa. WTD 11/5/65. TM 39.

FINLAND—Industrial trucks and specialized automotive transportation equipment. Requests full details, prices, terms. Direct purchase or agency. S. Kanerva Oy (importer, agent), Ratakatu 11-13, Helsinki 12. WTD 7/19/65.

Automotive spare parts; particularly interested in items adaptable to European as well as American vehicles. Requests full details, price lists. Akmo Oy (importer, wholesalers), Bulevardi 28, Helsinki 12. WTD 5/6/65.

Hydraulic gear pumps for automotive vehicle uses. Requests full details, price lists, terms. Direct purchase or agency. Oy Suomen Hiab (wholesalers, importers, agents), Salomonkatu 17A, Helsinki. WTD 4/6/65.

PAKISTAN—Crankshaft assemblies, brakes, brake parts, oil filters, axles, gear plates, gear box complete. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

High bed trailers, low bed trailers with goose neck carrying capacity over 200 tons. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

SOUTH AFRICA—Internal combustion spares; ignition spares; fuel injection spares and components. Direct purchase and agency. Motor & Diesel Engineering Works (Pty) Ltd. (importer, retailer, wholesaler), 16 Grahamstown St., Johannesburg. WTD 11/8/65.

THAILAND—Bearings, 1 to 6 inches, suitable for vehicles; cif Bangkok prices requested. Approximately 100,000 units per year. Direct purchase and agency. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, manufacturer), 121-7 New Rd., Samyod, Bangkok. WTD in preparation.

373 Ship building, repairing

FINLAND—Boats for sport or fishing purposes. Interested in all types. Requests full details, prices, terms. Direct purchase or agency. S. Kanerva Oy (importer, agent), Ratakatu 11-13, Helsinki 12. WTD 7/19/65.

★★ SUDAN—Trade Mission

Tugboats. Agabani Enterprises (importer), P.O. Box 1525, Khartoum. WTD 9/11/63. TM 34.

Two used boats, 3,000 to 4,000 tons each. The Trade & Shipping Co., P.O. Box 179, Khartoum. WTD 11/17/65. TM 3.

374 Railroad equipment

PAKISTAN—Locomotives, diesel electric, parts. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, P.O. Box 504, Lahore, West. WTD 11/30/65.

★★ SUDAN—Trade Mission

Railway cars. Agabani Enterprises (importer), P.O. Box 1525, Khartoum. WTD 9/11/63. TM 33.

379 Transportation equipment

FINLAND—Automobile house trailers, preferably light models designed for use with European as well as American cars. Requests full details, prices, terms. Direct purchase or agency. S. Kanerva Oy (importer, agent), Ratakatu 11-13, Helsinki 12. WTD 7/19/65.

381 Engineering, laboratory, scientific, research instruments

● **PAKISTAN**—Supply of scientific instruments including, but not limited to, the following items: Compensating polar planimeter, portable penetrometer, analytical balance, viscosimeter, dessicators, aneroid barometer, optical pyrometer. Tender No. S-9/128/SCI/65-66, bid deadline Jan. 3, 1966. The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

● **BURMA**—Supply of sediment transportation measuring instrument set with delft bottles; bottom transport meter arnbem; measuring tubes and cylinders for measuring sediment. Tender No. 24/GDMCY(65-66), bid deadline Dec. 31. Government of the Union of Burma, People's Stores Corp., Rangoon. Cable: GOVSTORES, Rangoon.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

FRANCE—Lenses: focal length 86 mm, opening F/1.2, enlargement ratio 1/1, picture area 105 x 85 mm, light transmission coefficient approx. 3,500 to 600 Ao. A light source to equip an enlarger permitting exposure, through an optical system, of diazoic paper, having an enlargement ratio of 18 with film of 35 mm or 400 x 600 mm.; a quartz lens for transmission of ultraviolet rays furnished by aforementioned light source, focal length 68-100 mm. Requests replies in French. Anciens Etablissements Vannier (manufacturer, dealer), 22-24 Rue Guichard, Cachan (Seine). WTD 6/22/64.

384 Surgical, medical, dental instruments, safety devices

★★ ETHIOPIA—Trade Mission

Surgical and medical instruments. Distributorship and commission agency. M. S. Patel (importer), P.O. Box 426, Addis Ababa. WTD 11/5/65. TM 20.

Surgical equipment. Kidane Ma. Araya (commission agent), P.O. Box 2240, Addis Ababa. WTD 8/4/65. TM 6.

SOUTH AFRICA—Personal safety equipment: auto seats for children. A. Posniak & Sons (Pty.) Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town. WTD 11/24/65.

★★ SUDAN—Trade Mission

Hospital equipment and supplies; prefers one company to supply all items to completely outfit a hospital. Exclusive distributorship and agency. William Freiwah & Co. (importer), P.O. Box 719, Khartoum. WTD 11/15/65. TM 53.

Medical equipment, surgical supplies and equipment. Tadros Trading (importer, wholesaler), P.O. Box 97, Omdurman. WTD 11/14/65. TM 39.

386 Photographic equipment

★★ ETHIOPIA—Trade Mission

Photo copy and duplicating machines; desires exclusive distributorship. Chamber Printing Press (wholesaler, importer), P.O. Box 2020, Addis Ababa. WTD 11/8/65. TM 54.

Dry copy making machines. Mac Ltd. (wholesaler, retailer), P.O. Box 1570, Addis Ababa. WTD 6/20/65. TM 45.

FRANCE—Film developing equipment, intensifying screens and sensitized plates for use with X-ray equipment. Chenaille, S.A. (importer, manufacturer, dealer), 15 Rue Dantan, Saint-Cloud (Seine & Oise). WTD 1/28/65.

● **INDIA**—Supply of one heavy-duty reproduction 24" camera (K.D.) dual drive, to be operated on 220 v., 50 cycles, single phase a.c. Tender No. 220/42/460/PL, bid deadline Jan. 20. Tender documents available for $1.50 per copy from The India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. I.S.M. Ref. No. d/ENQ/1936. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-2939).

387 Watches, clocks, parts

SOUTH AFRICA—Watches for men and women; clocks. Desires good quality. Lentin & Solway (Pty.) Ltd. (importing distributor), P.O. Box 472, Cape Town. WTD in preparation.

391 Jewelry, silverware, plated ware

FRANCE—Toilet ware: silver, nickel silver, pewter, plated. Georges Lerevenu (manufacturer, dealer), 19 Rue des Quinconces, Rosny-sous-Bois, (Seine). WTD 10/14/65.

Silver plated ware: tableware, baby sets, other items, to be sold as giftware. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23 Rue Michel-Le-Comte, Paris 3e. WTD in preparation.

Silver plated ware, such as tableware, baby

sets, other items, to be sold as giftware. Direct purchase and agency. Requests replies in French. Orfevrerie Girod (importer, manufacturer, wholesaler, agent), 14 Rue Portefoin, Paris 3e. WTD in preparation.

394 Toys, amusement, sporting, athletic goods

BRITISH GUIANA—Model kits for airplanes and boats. Direct purchase and agency. Evan Wong & Son Ltd. (importer, wholesaler, retailer, commission merchant), P.O. Box 162, 3 High St., Georgetown. WTD 11/3/65.

FINLAND—Sporting, fishing, hunting, camping articles. Interested in entire range of products but only as exclusive distributor for all Finland. Requests full details, prices, terms. Osakeyhtio Eloranta (importer, wholesaler, exporter), Kauppakatu 16, Kuopio. WTD 12/7/64.

GERMANY—Toys, especially model kits. Agency representation for the Federal Republic of Germany or direct purchase. Prices fob New York. Modell-Spielwaren, R. Behrends KG. (importer, wholesaler, sales agent), 6 Frankfurt/Main, Vilbeler Str. 21. WTD 3/22/65.

SOUTH AFRICA—All types of wheel toys. A. Posniak & Sons (Pty.) Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town. WTD 11/24/65.

395 Pens, pencils, office, artists' materials

● **VIET NAM**—Supply of 7 M/T of rolling carbon paper. Tender No. 2025-23115, bid deadline Dec. 31. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, novelties, ornaments, made of all materials except precious metal or stones. Direct purchase and agency. Requests replies in French. Orfevrerie Girod (importer, manufacturer, wholesaler, agent), 14 Rue Portefoin, Paris 3e. WTD in preparation.

Vanity cases (except precious metal and leather). Georges Lerevenu (manufacturer, dealer), 19 rue des Quinconces, Rosny-sous-Bois (Seine). WTD 10/14/65.

Costume jewelry, novelties, ornaments, made of all materials except precious metal or stones, to be sold as giftware. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23 Rue Michel-Le-Comte, Paris 3e. WTD in preparation.

SOUTH AFRICA—Good quality costume jewelry. Lentin & Solway (Pty.) Ltd. (importing distributor), P.O. Box 472, Cape Town. WTD in preparation.

399 Manufacturing industries

★★ **ETHIOPIA—Trade Mission**

Giftwares, metal, other materials. Casa del Vetro (importer, exporter, wholesaler, retailer), P.O. Box 591, Asmara. WTD 11/12/65. TM 14A.

FRANCE—Toilet brushes. Georges Lerevenu (manufacturer, dealer), 19 Rue des Quinconces, Rosny-sous-Bois (Seine). WTD 10/14/65.

Cigarette holders; cigarette lighters; key holders; novelty items; to be sold as giftware. Direct purchase and agency. Francell U.S.A. (importer, manufacturer, wholesaler), 23 Rue Michel-Le-Comte, Paris 3e. WTD in preparation.

● **GREECE**—Supply of 2,755 fire extinguishers, spare overpressure devices and charges. Tender No. 6441, bid deadline not yet determined. Estimated value: $67,000. Hellenic Telecommunications Organization Ltd. (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2939).

★★ **SUDAN—Trade Mission**

Advertising specialties. International Publicity Organization (advertising agency), P.O. Box 1510, Khartoum. WTD 11/15/65. TM 21.

VENEZUELA—Fire extinquishers; requests replies in Spanish. Comercial Iberia, C.A. (importer, distributor), Urbanizacion Industrial La Quisanda, Almacen 43, Valencia, Estado Carabobo. WTD 11/5/65.

780 Motion pictures

★★ **SOMALI—Trade Mission**

Films for public showing in movie houses with American sound, not dubbed in Italian or other language. Hassan Mohamed Hassan (importer), P.O. Box 714, Mogadiscio. WTD 11/21/65. TM 30.

Nicaragua's 60-mile highway open to construction bids

The Departamento de Carreteras (Highway Department) in Managua, Nicaragua will receive sealed bids until 10 a.m., Jan. 4, 1966, for the construction of 95.6 kilometers (approximately 60 miles) of highway between San Ramon (in the Department of Matagalpa) and Boaco (in the Department of Boaco).

Plans and specifications may be reviewed at the Departamento de Carreteras in Managua. Cost of plans and contract documents is $110, plus mailing charges.

The contract includes the following major items: grading, 1,170,000 cu. meters; corrugated metal pipe, 4,400 linear meters; subbase, 80,000 cu. meters; and reinforced structural concrete, 650 cu. meters.

Write: "Ingeniero Jefe," Departamento de Carreteras, Managua.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated November.

Dental Supply Houses—Bolivia.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Chile.

Iron and Steel, Nonferrous Metals, and Building Materials—Importers and Dealers—Guatemala.

Iron and Steel, Nonferrous Metals, and Building Materials—Importers and Dealers—Uruguay.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Israel.

Sudan's Health Ministry lists annual requirements for drugs and other items

Sudan's Ministry of Health has issued a tender covering 900 items of pharmaceuticals and medical supplies for its annual requirements.

Bidders are required to use the official tender forms. Quotations made otherwise will not be considered. The prescribed form of the tender No. 19 (a-revised) with all necessary particulars is available from the Chief Division Medical Supplies, Ministry of Health, Medical Stores Light Industrial Area, P.O. Box 297, Khartoum South, to whom bids should be submitted by Dec. 30.

Major products covered by the tender are these:

Medical supplies include large quantities of various items for obstetrical cases, X-ray contrast media and supplies, surgical dressings, bandages and medical sundries, insecticides and germicides.

Medicinal chemicals in forms of powders, tinctures, extracts, solutions, crystals, in a wide variety and in substantial quantities, (500 to 50,000 bottles; 500 to 30,000 kilograms).

Drugs include analgesics, antihistamines, cardiac drugs, vitamins, in tablets, capsules and pills, in quantities varying from 1 million to 60 million each. Substantial quantities of drugs in injectable form (from 1,000 to 2 million ampoules) of all types are listed, as well as blood substitutes and various biologicals, sera, antitoxins.

Hospital supplies required include bottles, brushes, sutures, needles, drainage tubing.

A copy of the 50-page tender is available for examination only, not for loan in the Chemicals & Allied Products Division, BDSA, Rm. 4421, Department of Commerce, Washington, D.C.

Pakistan issues tender for building materials

The East Pakistan Industrial Development Corp. is requesting bids on tender No. IS-61 (4)/65 for the supply of the following building materials: limestone, 19,000 tons; alum, 2,810 tons; dolomite, 15,000 tons; bittern, 300 tons; synthetic tar, 100 tons; moulding sand, 725 tons; saw dust, 20 tons; cryptomeria board, 3,290 boards; and silica sand, 150 tons.

Bid deadline is 9:30 a.m. Jan. 10, 1966.

Tender documents giving full particulars and specifications are available to interested U.S. firms upon payment of U.S. $2.10 (not refundable) for each set from the Consul General, Pakistan House, 12 East 65th St., New York 21, N.Y.

One set of tender papers for review only (not for loan) can be seen in Rm. 4014, BDSA, Department of Commerce, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

NETHERLANDS—Small firearms (pistols, revolvers, rifles) to be used for hunting and marksmanship exclusively. Exclusive agency. Firma Jan Looy (importer, retailer, agent), 142a van Oldenbarneveltstraat, Rotterdam. WTD 11/17/65.

203 Canning, preserving foods

FRANCE—Fish meal; frozen packaged fish; frozen, canned, bottled, preserved fruits. Emmanuel Faure & Granol, S.A. (international broker), 18 Rue de Liege, Paris 9e. WTD 11/22/65.

208 Beverage industries

FRANCE—Flavoring extracts for manufacture of soft drinks. Societe Nouvelle Sempa-Chimie, S.A. (manufacturer, dealer), 20 Rue des Fosses St-Jacques, Paris 5e. WTD in preparation.

209 Food preparations

FRANCE—Jelling agents; fillers or loading agents; preservatives. Societe Nouvelle Sempa-Chimie, S.A. (manufacturer, dealer), 20 Rue des Fosses St-Jacques, Paris 5e. WTD in preparation.

220 Textile mill products

SOUTH AFRICA—Fabric materials: printed nylon/Dacron/cotton mixtures, printed nylon sheers and tricots, suitable for manufacture of women's lingerie. D.S.M. MacDonald (Pty.) Ltd. (manufacturers' agent), P.O. Box 2494, Cape Town. WTD 11/23/65.

222 Broad woven fabric mills, manmade fiber, silk

SOUTH AFRICA—Upholstery fabrics of manmade fiber, in plain designs or very small patterns. Star Indent Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 832, Cape Town. WTD 12/28/64.

239 Fabricated textile products

SOUTH AFRICA—Infants' outerwear such as matinee jackets, pullovers, cardigans, rompers, bonnets, bootees, in artificial fiber, cotton and mercerized cotton; babies' blankets. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town. WTD 11/29/65.

242 Sawmills, planing mills

SPAIN—Lumber, rough and dressed; desires exclusive agency. J. Barros & Tubbe (agent), Martin de los Heros 70, Madrid (8). WTD 11/29/65.

281 Industrial chemicals

FRANCE—Enzymes; synthetic flavors for food products. Societe Nouvelle Sempa-Chimie, S.A. (manufacturer, dealer), 20 Rue des Fosses St-Jacques, Paris 5e. WTD in preparation.

★★ SUDAN—Trade Mission

Fertilizers such as urea. Commission agency. Mohd. El Hassan Osman Sid Ahd (importer, wholesaler, commission agent), P.O. Box 1535, Khartoum. WTD 11/16/65. TM 29.

282 Synthetic materials

NETHERLANDS—Butyl and isobutylene-based mastics for guns and in tape or cord; polysulfide thiocols, 2 parts; polysulfide-based thiocols, 1 part, or on a similar basis to thiocol. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, exporter, manufacturer, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

SOUTH AFRICA—Epoxy-resin waterproofing for use in building trade. Agentex (Pty) Ltd. (sales agent), P.O. Box 6585, Johannesburg. WTD 8/31/65.

285 Paints, varnishes, lacquers, enamels

★★ SOMALI—Trade Mission

House paints; requests replies from manufacturers. Omar H. A. Banafunzi (importer, wholesaler), P.O. Box 171, Mogadiscio. WTD 11/21/65. TM 29.

SOUTH AFRICA—New products in field of interior and exterior finishes used in building trade. Agentex (Pty) Ltd. (sales agent), P.O. Box 6585, Johannesburg. WTD 8/31/65.

287 Agricultural chemicals

BRAZIL—Fertilizer materials (nitrogenous, phosphate, potassic); raw agricultural pest control chemicals. Stimpex Sociedade Internacional de Importacao e Exportacao Ltda. (agency), Rua de Carme 6, 13° andar, sala 1301, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/2/65.

FRANCE—Agricultural pesticides, including insecticides, fungicides, rodenticides, herbicides. Organic fertilizers and soil conditioning agents, for horticultural purposes and culture under glasshouses. Sempa-Chimie S.A. (Societe Nouvelle) (manufacturer, dealer), 20 Rue des Fosses St-Jacques, Paris 5e. WTD in preparation.

PAKISTAN—Insecticides and fungicides. Importer and manufacturers' agent requests quotations c&f Karachi. Service & Sales (Pakistan) Ltd., P.O. Box 4764, Katrak Mansion, Machhi Miani, Karachi. WTD 11/1/65.

Fertilizers, complete mixtures. Importer and manufacturers' agent requests quotations c&f Karachi. Adil Brothers, Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

★★ SUDAN—Trade Mission

Insecticides, herbicides, agricultural chemicals such as ammonium sulfate, calcium ammo. Commission agency. Mohd. El Hassan Osman Sid Ahd (importer, wholesaler, commission agent), P.O. Box 1535, Khartoum. WTD 11/16/65. TM 28.

299 Products of petroleum, coal

★★ SUDAN—Trade Mission

Rust preventatives. Commission agency. Mohd. El Hassan Osman Sid Ahd (importer, wholesaler, commission agent), P.O. Box 1535, Khartoum. WTD 11/16/65. TM 27.

322 Glass, glassware

SOUTH AFRICA—Glass oven/tableware, casseroles, baking dishes. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town. WTD 11/29/65.

331 Steel mill products

PAKISTAN—Manganese steel rails, 90-lb. medium, 42 ft. long; 6,500 l.t. Fishplates, 300 tons; fishbolts, 80 tons; points and crossings for rails, 95 sets. Guest, Keen & Nettlefolds in Pakistan Ltd. (importer, manufacturers' agent), P.O. Box 228, (Bank of India Bldg.), Bunder Rd., Karachi. WTD in preparation.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Air-pressure sealant guns for mastics and thiocols. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, exporter, manufacturer, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

SOUTH AFRICA—Manicure sets in presentation boxes, medium and low price class. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town. WTD 11/29/65.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Air and water heaters for vehicles and vessels. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, manufacturer, exporter, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

SOUTH AFRICA—Industrial radiant type space heaters for factory use, suitable for 500 b.t.u. gas. Neil Passet Enterprises (Pty.) Ltd. (importer, manufacturer, retailer), Scottbridge Place, Waverley, Johannesburg. WTD 10/4/65.

344 Fabricated structural metal products

NETHERLANDS—Aluminum corrugated roofing sheets on rolls; aluminum condensation gutter profiles or sections, patents of which should also cover The Netherlands; aluminum profiles or sections for construction and other industries; aluminum parts, ready cut and prepared for "do-it-yourself" purposes. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, manufacturer, exporter, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

PAKISTAN—Nucleonic apparatus, nuclear instruments. Importer and manufacturers' agent requests quotations c&f Karachi. Orient Trading (Pak) Corp., Hemani Mansion, Opp. Municipal Office, Bunder Rd., Karachi. WTD 7/1/65.

352 Farm machinery

PAKISTAN—Plows, 4-furrow, with three-point hitch moldboard type scrapers. Offset disk harrows. Tool-bar cultivator. Importer and indent agent requests catalogs and quotations c&f Karachi. Intrafin (Pakistan) 1963 Ltd., 2nd Floor, Tavern, Hotel Metropole, P.O. Box 3960, Karachi 4. WTD 2/9/65.

353 Construction, mining, materials handling machinery

PAKISTAN—Tractors, industrial, gasoline-electric. Cranes, mobile. Requests catalogs, quotations c&f Karachi. Intertrade Distributors (importer, manufacturers' agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

354 Metalworking machinery

PAKISTAN—Automotive maintenance equipment; service station machinery and equipment; machinery and equipment for automobile assembly. Requests catalogs, quotations c&f Karachi. Intertrade Distributors (importer, manufacturers' agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Milling machines, universal, horizontal and vertical. Multiple-spindle drilling and boring machine. Lathes, turret. Importer and manufacturers' agent requests quotations, c&f Karachi. Intertrade Distributors, 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

356 General industrial machinery

SOUTH AFRICA—Automatic plaster sprayers for use in building trade. Agentex (Pty.) Ltd. (sales agent), P.O. Box 6585, Johannesburg. WTD 8/31/65.

358 Service industry machines

BELGIUM—Beverage and food merchandising machines, coin-operated. Agency for Belgium and Congo. Acomindus (importer, exporter), 14 Rue Theresienne, Brussels. WTD 8/17/65.

NETHERLANDS—Cooling units for refrigerated transport. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, exporter, manufacturer, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

PAKISTAN—Drycleaning and laundry equipment for commercial use. Importer and indent agent requests catalogs, quotations c&f Karachi. Sungreen & Company Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

Refrigeration units, industrial. Importer and manufacturers' agent requests catalogs, quotations c&f Karachi. Dastgir Gharib Nawaz & Co., 181 Corner Chambers, McLeod Rd., Karachi. WTD 9/30/65.

361 Electric transmission, distribution equipment

★★ ETHIOPIA—Trade Mission

Electric power transmission equipment, towers, insulators, cables, transformers. Commission agency. Gebreyes Begna (importer), P.O. Box 2090, Addis Ababa. WTD 5/11/65. TM 70.

363 Household appliances

BELGIUM—Dishwashing machines, household. Agency for Belgium and Congo. Acomindus (importer, exporter), 14 Rue Theresienne, Brussels. WTD 8/17/65.

364 Electric lighting, wiring equipment

VENEZUELA—Electric materials, in general, for domestic wiring installations; requests replies in Spanish. Cami Promociones Electricas, C.A. (importer, distributor, agent), Aptdo. de Chacao 5366, Caracas, Unidad Comercial La Florida, Local 8, La Florida, Caracas. WTD 11/4/65.

366 Communication equipment

★★ ETHIOPIA—Trade Mission

Telecommunications, radio transmitters. Commission agency. Gebreyes Begna (importer), P.O. Box 2090, Addis Ababa. WTD 5/11/65. TM 71.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Automobile accessories; car body building structures, workshop tools and equipment. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, manufacturer, exporter, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

379 Transportation equipment

NETHERLANDS—House trailer materials and accessories. Exclusive agency for Benelux countries. Not interested in used commodities. N.V. R.H.I.W.A. (importer, wholesaler, manufacturer, exporter, agent), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

381 Engineering, laboratory scientific, research instruments

PAKISTAN—Laboratory and scientific instruments of all kinds. Importer and indent agent requests quotations c&f Karachi. Intrafin (Pakistan) 1963 Ltd., 2nd Floor, Tavern, Hotel, Metropole, P.O. Box 3960, Karachi 4. WTD 2/9/65.

382 Instruments for measuring, controlling, indicating physical characteristics

SOUTH AFRICA—Industrial gas meters, suitable for 500 b.t.u. manufactured gas; gas to be measured at 15 p.s.i.g. Industrial gas pressure regulators, rated at 20 p.s.i.g. and suitable for reducing manufactured gas from 15 p.s.i.g. to 1-7 inch W.G. Neil Passet Enterprises (Pty) Ltd. (importer, manufacturer, retailer), Scottbridge Place, Waverley, Johannesburg. WTD 10/4/65.

384 Surgical, medical, dental instruments

PAKISTAN—Plasters, adhesive, medicated. Importer and manufacturers' agent requests quotations c&f Karachi. Orient Trading (Pak) Corp., Hemani Mansion, Opp. Municipal Office, Bunder Rd., Karachi. WTD 7/1/65.

386 Photographic equipment

VENEZUELA—Projection apparatus, 16 mm, 120 v., 50-60 cycles. El Egipcio "Representaciones Mundiales" (importer, sales agent), Aptdo. 13021, Altamira, Caracas. Residencia Capri, Apto. 605, 1a Avenida Los Palos Grandes, Caracas. WTD 11/12/65.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Men's jewelry such as cuff links, tiepins, in gift sets. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town. WTD 11/29/65.

399 Manufacturing industries

SOUTH AFRICA—Articles for general gift trade, in metal, glass, ceramic, etc.; small copper housewares, suitable for gifts; brush and comb sets, boxed, in medium and lower price range. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town. WTD 11/29/65.

640 Insurance agents, brokers, service

THAILAND—Wishes to represent a U.S. insurance firm handling fire, marine, accident and life insurance. Athon Panich Co., Ltd., 108-112 New Rd., Samyod, Bangkok. WTD in preparation.

781 Motion picture production, distribution

VENEZUELA—Educational and safety movies. Agency for entire country. El Egipcio "Representaciones Mundiales" (importer, sales agent), Aptdo. 13021 Altamira, Residencia Capri, Apto. 605, Primera Avenida Los Palos Grandes, Caracas. WTD 11/12/65.

Leads for Importers

Commodities are offered direct unless specified

200 Food

★★ ETHIOPIA—Trade Mission

Peanuts, extracts, flavors, tobacco, sesame seeds. Ghebremedhin Ghebrehiwet (importer, exporter), 38 Barca St., Asmara. WTD 11/12/65. TM 7A.

207 Confectionery

★★ ETHIOPIA—Trade Mission

Honey.Pietro Milani (producer), Ras Maconnen No. 56, Asmara. WTD 11/12/65. TM 17B.

209 Food preparations

★★ ETHIOPIA—Trade Mission

Coffee. Taha A. Sheriff, P.O. Box 2526, Addis Ababa. WTD 11/5/65. TM 35.

Instant coffee. Giorgis, P.O. Box 1405, Addis Ababa. WTD 11/5/65. TM 31.

242 Sawmills, planing mills

★★ ETHIOPIA—Trade Mission

Veneer, tropical lumber. Giorgis, P.O. Box 1405, Addis Ababa. WTD 11/5/65. TM 30.

243 Millwork, veneer, plywood, prefabricated structural wood products

FINLAND—Birch plywood or hardboard (hard and extra hard). Full details available upon request. Savo Oy (manufacturer, exporter), Aleksanterinkatu 48 B, P.O. Box 10002, Helsinki 10. WTD 11/29/65.

251 Household furniture

FINLAND—Home and hotel furniture of modern design. Living room and bedroom units available for direct sale or agency. Full details available upon request. Hameen Kalustaja (manufacturer, exporter), Savon valtatie, P.O. Box 88, Lahti. WTD 6/23/65.

281 Industrial chemicals

FINLAND—Shoe recoloring and shoe oil products. Available for direct sale or agency. Full details available upon request. Kas-Kas Osakeyhtio (manufacturer, exporter), Valimontie 4, Helsinki 37. WTD 11/30/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

FINLAND—Shoe polishes, shoe creams, related shoe coloring and oil products, ski waxes. Available for direct sale or agency. Full details available upon request. Kas-Kas Osakeyhtio (manufacturer, exporter), Valimontie 4, Helsinki 37. WTD 11/30/65.

Floor polishes and cleaners. Available for direct sale or agency. Full details available upon request. Kas-Kas Osakeyhtio (manufacturer, exporter), Valimontie 4, Helsinki 37. WTD 11/30/65.

287 Agricultural chemicals

FINLAND—Liquid fertilizers, nitrate based with vitamin additives, for potted flowers. Full details, prices, terms available immediately upon request. Saarioinen Oy (manufacturer, exporter), Vuolteenkatu 15, Tampere. WTD 11/15/65.

311 Leather tanning, finishing

★★ ETHIOPIA—Trade Mission

Sheep and goat skins, 1 million skins yearly, 80% goat skins. Alfredo Varoli (exporter), P.O. Box 390, Asmara. WTD 11/11/65. TM 12A.

★★ SOMALI—Trade Mission

Hides and skins of sheep and cattle. Hagi Jama Mohamed & Co. (importer, exporter), P.O. Box 798, Mogadiscio. WTD 11/21/65. TM 15.

329 Abrasive, asbestos, nonmetallic mineral products

VENEZUELA—Feldspar, usable without refining. Can handle orders of any volume. Shipping via Puerto Cabello port. Prices negotiable according to volume. Mincoin, C.A., Edificio San Francisco, Avenida Bogota, Los Caobos, Caracas. Aptdo. 6154, Caracas. WTD 11/12/65.

399 Manufacturing industries

★★ ETHIOPIA—Trade Mission

Giftwares. T.A.C. Agency (exporter), P.O. Box 61, Addis Ababa. WTD 11/12/65. TM 76.

Handicrafts. Ruggero Ravasini Africraft (manufacturer, wholesaler, retailer), Avenue Haile Selassie 34, P.O. Box 572, Asmara. WTD 11/12/65. TM 16A.

★★ SOMALI—Trade Mission

Meerschaum pipes, finished; Meerschaum pipes, rough unfinished bowls; Meerschaum stone (sepiolite) for filters, industrial uses. Box TM 25, Department of Commerce, BDSA-6192, Washington, D.C. 20230.

Wood and ivory carvings; offers exclusive distributorship. P.A.L.A.S. (manufacturer, exporter), P.O. Box 260, Mogadiscio. WTD 11/21/65. TM 24.

505 Farm products, raw materials

★★ ETHIOPIA—Trade Mission

Wool, special long wool; samples will be supplied upon request. Filawray Kebede Ambachew (exporter), P.O. Box 2650, Addis Ababa. WTD 11/8/65. TM 72.

Future Construction

CANADA—(Can $10 = $9.25). Aerial and ground **surveys for the initial stage of the proposed Canadian National Railways Alberta government line** into the Smoky River coal and gypsum area are reported underway and construction is expected to start this winter.

Total cost of the 200-mile, government-owned railway is estimated at CAN $40 million; the initial 90-mile section at CAN $17 million.

Called the "railway to resources", the line will run from Edson, west of Edmonton, to Grande Prairie in the Peace River district, eventually connecting with the Pine Point railway and rail lines to the west coast.

Construction costs will be financed by the Alberta Resources Railway Corp., a new Crown company authorized to borrow from the provincial treasury and up to $3 million from any chartered bank.

Under terms of a 20-year agreement signed recently in Edmonton, the CN will operate the line on a lease basis with an option to buy.

ECUADOR—The Inter-American Development Bank, 808 17th St. NW., Washington, D.C. 20577, has approved a loan of Can $1,260,000 (equivalent to about US$1,172,000) to finance a broad **pre-investment study of economic development opportunities in the Guayas River Basin.**

The 50-year, interest free loan was extended from the Canadian Government's special Latin American loan program, which the Bank administers to help finance economic, technical and educational development projects in Latin America.

The loan will be used specifically to hire consultants to obtain the necessary information, including aero photogrammetric studies, to plan and finance projects in selected areas of high economic potentiality. The loan is being extended for one of the projects contained in Ecuador's Ten-Year General Economic and Social Development Plan and was among those which the Consultative Group on External Financing for Ecuador studied at its first meeting in June 1965. The Consultative Group, in which 19 countries and 12 institutions are represented, was organized by the Bank in its capacity as Ecuador's Financial Agent to consider the external financing and technical assistance requirements of the plan. At the June meeting, participants expressed an interest in financing $173 million of the external component of 40 projects whose total cost is estimated at $340.3 million.

ETHIOPIA—The World Bank has approved a loan equivalent to $4.8 million to the Imperial Board of Telecommunications of Ethiopia to assist in financing the Board's 1965-67 investment program. The program is designed to **expand and improve telephone and telegraph services** in the main urban centers, between towns in Ethopia and between Ethiopia and other countries.

Under the direction of the Imperial Board of Telecommunications, the 1965-67 program includes the **construction of a new central automatic exchange** with a capacity of 10,000 numbers in Addis Ababa. The old exchange (capacity 6,500 numbers) will be removed and the equipment will be reused in the Filwoha exchange in the suburbs of Addis Ababa and in exchanges at Harrar, Assab, Jimma and Gondar. New exchanges will be constructed at Nazareth and Massawa and the existing plant at Asmara will be extended. The cable networks will be expanded in these and other towns to provide for the connection of new telephone subscribers. In order to reduce the long delays in telephone connections, the main toll route will be expanded and strengthened. Additional telegraph and telex equipment will be installed in the main centers, including an automatic exchange of 200 lines in Addis Ababa. High frequency radio equipment will be installed to provide additional domestic and international circuits.

The program's total cost is estimated at the equivalent of US$10.8 million, of which about US$7.8 million will be in foreign exchange. The World Bank loan will finance part of the foreign-exchange costs of the program; expenditures for the new central exchange in Addis Ababa are being financed by a Swedish supplier, broadcasting equipment, by the U.S. Agency for International Development, and motor vehicles by the Board, which is also financing all local currency costs.

All principal items of equipment and materials to be financed by the Bank loan will be purchased on the basis of international tender.

HONG KONG—The Cross-Harbour Tunnel Co. Ltd. intends to invite tenders for the construction of a **4-lane highway tunnel** across Hong Kong Harbour. The tunnel will be of the immersed tube type, about 5,200 ft. between portals.

The main contract will include construction of the tunnel, ventilation buildings, approaches and toll plaza and the provision of the ventilation plant and other equipment.

The Consulting Engineers for the project will be Messrs. Scott & Wilson, Kirkpatrick & Partners, Hong Kong, and Freeman, Fox & Partners, London.

Tenders will be invited in about June, 1966 and only from contractors who have previously shown that they are well experienced in this type of tunnel construction and that they have the necessary financial and technical resources.

Contractors wishing to be considered should **apply by Dec. 31,** giving full details of their experience and financial and technical resources to the Consulting Engineers, c/o Freeman, Fox & Partners, 25 Victoria St., (South Block), Westminster, London, S.W.1, or Scott & Wilson, Kirkpatrick & Partners, Hong Kong.

MALAYSIA—A World Bank loan equivalent to $45 million to Malaysia will assist in financing the **Muda River irrigation project** in northwest Malaya. The project will provide irrigation water for the growing of two rice crops a year on nearly 262,000 acres of land in the States of Kedah and Perlis.

The Muda River project area is located about 230 miles north of Kuala Lumpur, the capital, and parallels the west coast along the Straits of Malacca. It is a flat, gently sloping alluvial plain, 5 to 12 miles wide. Unlike most tropical rice-growing areas where rainfall is fairly uniform during the monsoon, rainfall in the project area during this season is erratic, most of it comes in intense precipitation lasting only a few hours and covering localized

areas. Existing irrigation works in the north provide enough water for the growing of one crop of rice a year on about 130,000 acres. The project being assisted by the loan provides for the improvement of works in the area now under irrigation and an extension of irrigation to the remaining acreage, where agriculture has been dependent on rainfall and productivity, therefore, is low.

Water for irrigation will come mainly from the Muda and Pedu Rivers and dams will be built on both of them. Their reservoirs will be connected by a 5-mile tunnel because, while the large watershed of the Muda produces the greatest flows, an adequate reservoir cannot be developed because of the mountainous terrain behind the Muda dam. The Pedu basin, on the other hand, has wider, flatter valleys, providing an economical site for a reservoir. An auxiliary dam will be built about 4 miles southeast of the Pedu dam site.

The project also includes river improvements; diversion works; dikes along the coast and the river channels, with tidal gates in the river channels to prevent salt water intrusion and to provide gravity drainage during low-tide periods; improvement of the 23-mile main canal in the north; construction of a 37½-mile main canal in the south; secondary canals and distributaries, and drains. Funds will be provided for equipment and facilities to operate and maintain the irrigation system and for the services of consultants.

The project will be executed by the Drainage and Irrigation Division of the Ministry of Agriculture and Cooperatives. It is scheduled for completion in 1970 at a total estimated cost equivalent to $83.1 million. The Bank loan will cover $45 million of this total and the remaining costs will be met by the Government. Major works will be constructed by contract after international competitive bidding.

NETHERLANDS—(f10 = $2.77). Koninklijke Nederlandse Hoogovens en Staalfabrieken N.V. (Royal Netherlands Blast Furnaces & Steel Works) has announced a f. 970 million **expansion plan**, covering the period 1966-1971, **to increase crude steel production** from the present 2.8 million tons to 4 million tons per year. The plan, which was approved by the Board of Directors, envisages a personnel increase of 2,000 to 2,500 workers. Including other investment projects already being implemented, total fixed assets investments for the whole enterprise are estimated at about f 1,400 million for the next 6 years.

The expansion program includes construction of a second ore quay and storage accomodation, extension of ore processing facilities and of the existing coke plant, construction of a second coke plant, a second oxygen steel plant, a third ingot rolling mill and a second hot rolling mill, extension of the company's cold rolling mill, and construction of additional facilities such as rails, roads, storage accomodation, workshops and offices.

The present coke plant's production would be raised from 1.1 million to 1.35 million tons annually; the new second plant would have an annual capacity of some 500,000 tons.

The second oxygen steel plant would be equipped with two 225-ton converters and have a productive capacity of 2.5 million tons per year. The third ingot rolling mill would have an initial annual capacity of over 1 million tons. The second hot rolling mill's initial capacity would be 2 million tons, while the cold rolling mill's would be raised to about 1 million tons annually.

PANAMA—A loan equivalent to $9 million to help finance **6,000 houses** for low-income families in Panama was approved by the Inter-American Development Bank.

The borrower is the Instituto de Vivienda y Urbanismo de Panama (IVU), the Panamanian housing agency in charge of promoting urban development and providing housing for low-income families.

The $12 million, 3-year program calls for the construction, remodeling or enlargement of about 6,000 two and three-bedroom homes in Panama City, Colon and other cities.

The new housing program will help achieve the goals of Panama's National Development Plan, which assigns high priority to home construction, in which an investment of some $51.5 million is contemplated during the period 1963-70.

In order to solve the national housing deficit, an average of 11,000 homes will have to be built or improved per year according to official estimates.

TRINIDAD—Export-Import Bank of Washington's $4 million loan to the Government of Trinidad and Tobago will finance purchases in the United States of **equipment and services needed to complete expansion and modernization of telecommunications.**

Prime contractor and supplier under the Eximbank loan will be General Telephone & Electronics Export Corp., international affiliate of General Telephone Co. Although Eximbank's loan is to the Government of Trinidad and Tobago, the beneficiary will be the Telephone Service, an autonomous government agency.

Total cost of the expansion program will be some $12 million. In addition to Eximbank's $8 million of loans, General Telephone has lent $700,000. The balance is being provided by the Telephone Service.

TUNISIA—Three or more hotels are to be constructed in Tunisia and a forthcoming AID loan of several million dollars will be used by the Government **to purchase equipment for kitchens, cold storage, laundry; heating and airconditioning plants; transformers; china, glass, silver, coffee and tea equipment, cooking utensils, linen, and other equipment and materials to outfit hotels.**

U.S. firms interested in selling their products for use in these hotels should **send catalogs and prices to:** Tunisian Trade & Tourist Office, 65 East 56th St., New York, N.Y. 10022.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Juan Carlos Rabinowicz, representing Pedro Pechersky S.A., Avenida del Campo 1570, Buenos Aires, **interested in agency agreements with manufacturers of equipment and materials for the steel and fishing industries.** Dec. 5 via Miami for 2 months. c/o 849 North Vista, Los Angeles 46, Calif. Itinerary: Miami, Houston, San Diego, San Francisco, Los Angeles, Chicago, New York, Washington. WTD 11/29/65.

AUSTRALIA—H. Green, Leisurefit Slacks Pty. Ltd., 251 Latrobe St., Melbourne, Victoria, **interested in plants for the manufacture of trousers and materials and requesting technical information regarding the latest process of manufacturing trousers.** Dec. 23 via Los Angeles for 2 weeks. c/o St. George Hotel, Clarke St., Brooklyn, N.Y. Itinerary: Los Angeles, New York. WTD 9/11/64.

CHILE—Ricardo Musalem, Julio Musalem e Hijos, Abdon Cifuentes 18, Santiago, **interested in visiting factories of spare parts for the automotive industry.** Dec. 7 via Miami for 2 months. c/o Taft Hotel, 7th Ave. & 50th St., New York, N.Y. Itinerary: Miami, New York, Washington, Detroit, Chicago, St. Louis, San Francisco, Los Angeles. WTD 9/25/64.

HONG KONG—Kee-Chak Wai, Managing Director, Yee Tin Tong Printing Press, Ltd., 78 Java Rd., North Point, Hong Kong, **interested in observing a large modern newspaper printing plant and requesting technical information regarding modern bindery and color printing.** Nov. 27 via Honolulu for 1 month. c/o R. C. Smith, Fairchild Graphic Equipment, 221 Fairchild Ave., Plainview, New York 11803. Itinerary: Honolulu, San Francisco, Los Angeles, Chicago, New York, Washington. WTD 12/2/65.

Mrs. Galie Chen, representing M. K. Loo (Salon Style), Room 10 Mezzanine Floor and Room 115 First Floor, Peninsula Hotel, Kowloon, Hong Kong, **interested in importing nylon sewing thread, buckram and buttons for men's suits, fabrics for men's and women's wear, visiting clothing shops of first class men's and women's suits and top coats.** Dec. 10 via San Francisco for 1½ months. c/o St. Francis Hotel, Union Square, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Dallas, Chicago, Cleveland, New York, Miami. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sage Building. Phone: 272-5231.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 908 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-2287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 589-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2301, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4242.

SALT LAKE CITY, UTAH, 84111, 2238 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 725-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201-958/23

Calendar *for international traders*

CAMBRIDGE, MASS—Jan. 13—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel. Speaker: **Robert L. McNeill,** Deputy Asst. Secretary of Commerce for Trade Policy.

CEDAR FALLS, IOWA—Jan. 5—Chamber of Commerce, Foreign Trade Bureau, monthly meeting, 10 a.m., Chamber of Commerce Office.

CEDAR RAPIDS, IOWA—Jan. 18—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Jan. 11—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Jan. 12—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Jan. 13—International Trade Club, luncheon, La Salle Hotel.

CHICAGO—Jan. 19—Chicago-Midwest Credit Assn., La Salle Hotel.

CHICAGO—Feb. 2—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Feb. 8—Automotive Exporters' club of Chicago, Builders Bldg.

CHICAGO—Feb. 10—International Trade Club, luncheon, La Salle Hotel.

CHICAGO—Feb. 16—Chicago-Midwest Credit Assn., La Salle Hotel

CLAYTON, MO.—Feb. 15—"Show You" Export Workshop, Insurance Co. of North America. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

HONOLULU—Jan. 20—REEC Meeting in conjunction with annual membership meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: **LeRoy Collins,** Under Secretary of Commerce.

KANSAS CITY, KAN.—Dec. 28—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Jan. 25—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

KANSAS CITY, MO.—Jan. 11—New Trends in International Banking, 6 p.m., Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Jan. 11—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KNOXVILLE, TENN.—Jan. 17—International Commerce Club, meeting, 6:30 p.m., City Club.

LOS ANGELES—Jan. 28—In-Office Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Field Office, Department of Commerce.

MEMPHIS—Dec. 21—Memphis World Trade Club, Hotel Chisca Plaza.

MILWAUKEE—Jan. 6—Milwaukee World Trade Club, Holiday Inn-Central.

NEW YORK—Dec. 21—FCIB Hardware-Automotive Luncheon Meeting, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Jan. 17-19—Briefing Session on Doing Business in and With Emerging African Nations, Hotel Pierre. Sponsor: American Management Assn.

PROVIDENCE, R.I.—Jan. 18—Providence World Trade Club, dinner meeting, Sheraton Biltmore Hotel.

PROVIDENCE, R.I.—Jan. 24—"Import Course," first of seven weekly sessions, Bryant College. Sponsors: World Trade Committee, Greater Providence Chamber of Commerce; Field Office, Department of Commerce; Bureau of Customs; REEC.

ST. LOUIS—Jan. 11—"Show You" Export Workshop, First National Bank. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

ST. LOUIS—Jan. 25—"Show You" Export Workshop, World Trade Center, University City. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club; University City Chamber of Commerce.

ST. LOUIS—Jan. 27—World Trade Club, monthly dinner meeting, "Port of Mobile Night", Bel Air East Motel.

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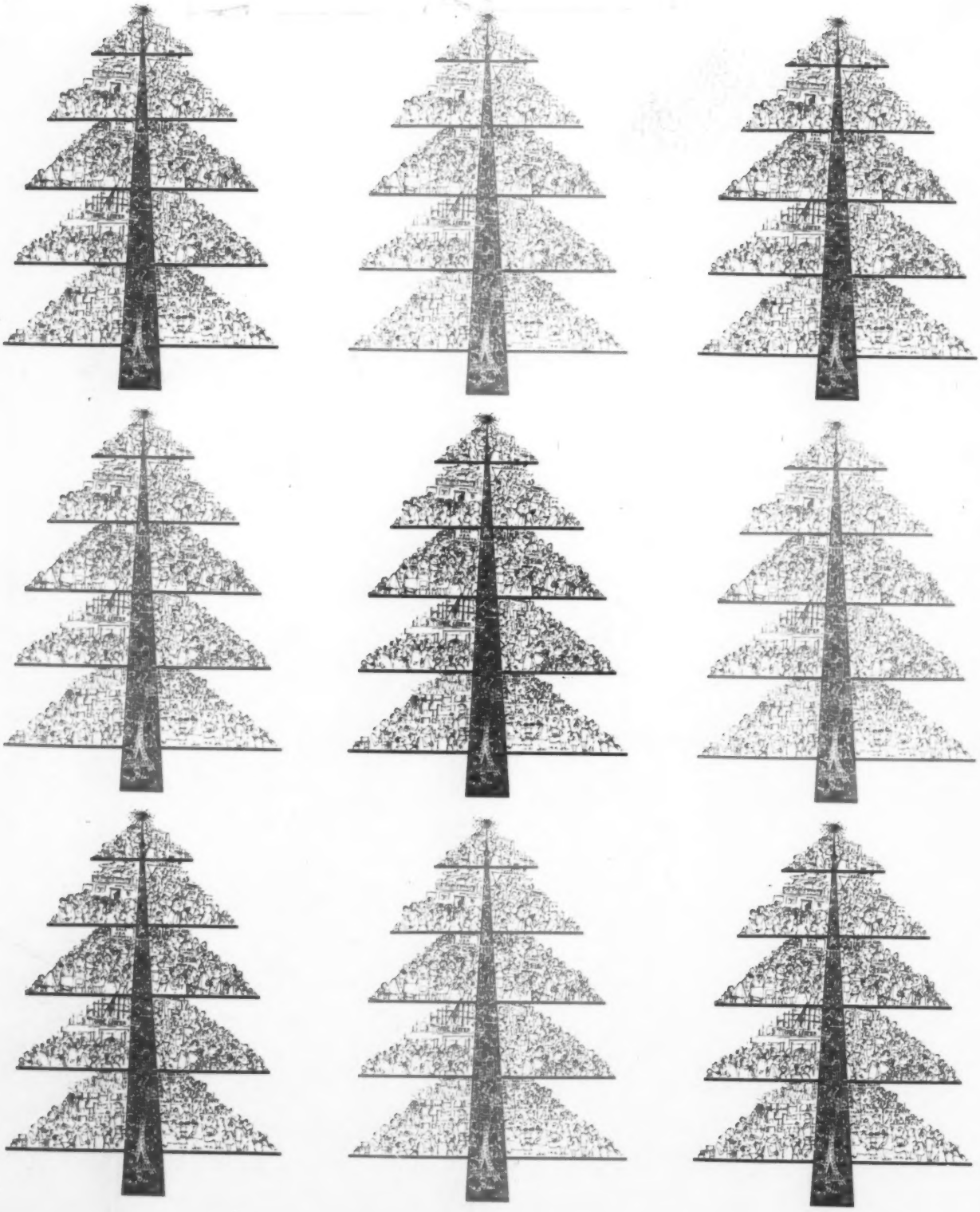
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